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Pennsylvania Agricultural Literature on Microfilm

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Master Negative Storage Number

PSt SNPaAg159

CONTENTS OF REEL 159

1) The Tobacco world, v. 25, no. 1-26
   January 4, 1905 – June 28, 1905
   MNS# PSt SNPaAg159.1

Title: The Tobacco world, v. 25, no. 1-26

Place of Publication: Philadelphia, Pa.

Copyright Date: January 4, 1905 – June 28, 1905

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090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
590 Archival master stored at National Agricultural Library, Beltsville, MD : print master stored at remote facility
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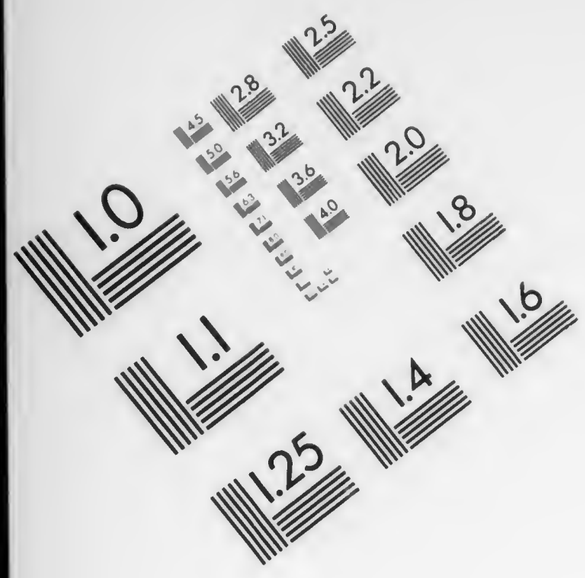

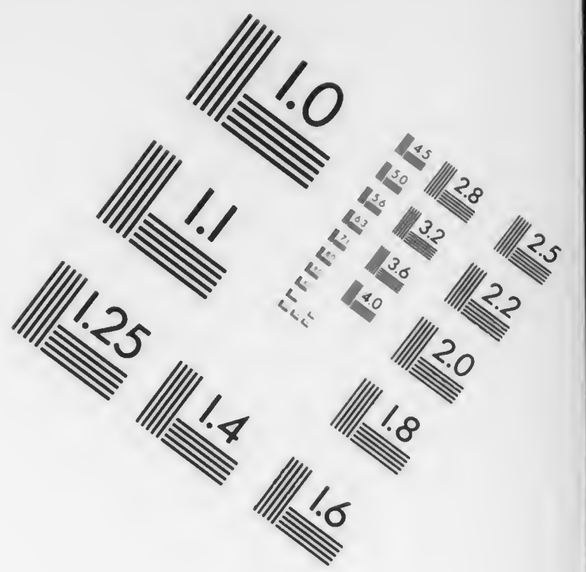

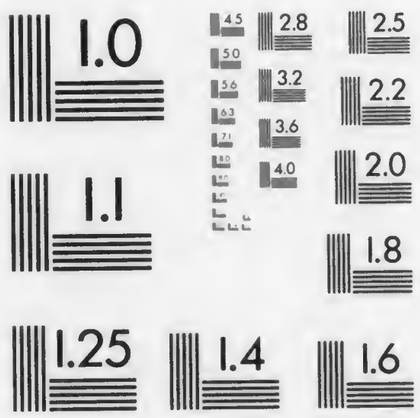

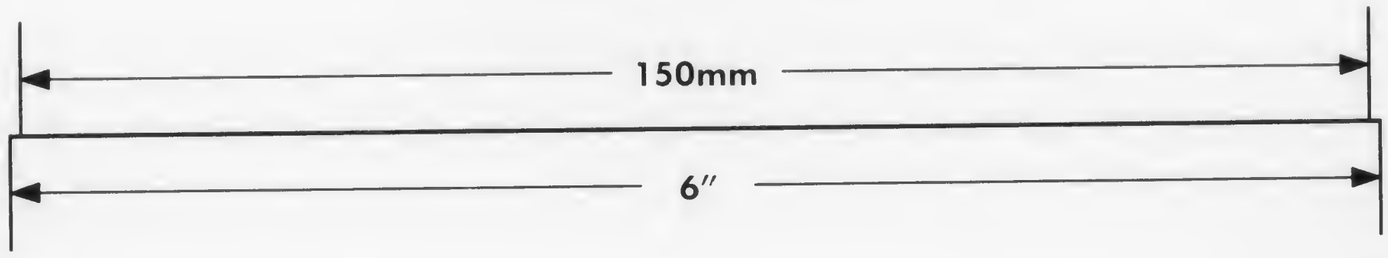

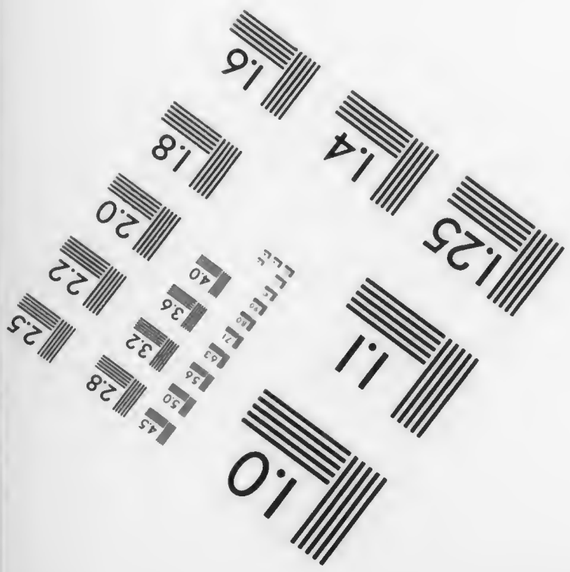

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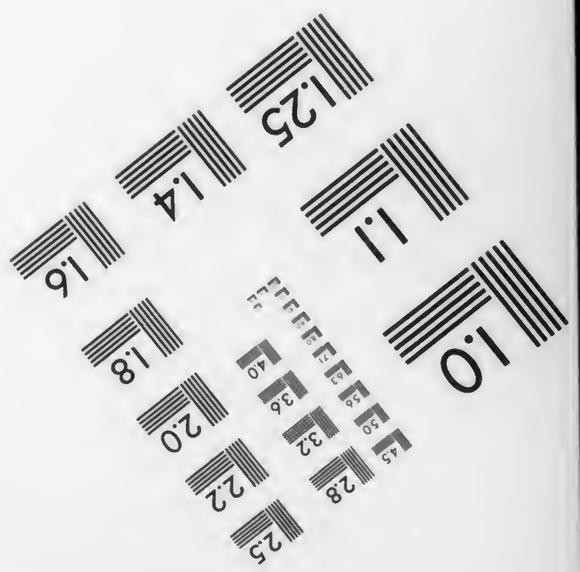

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Volume 25
no. 1-26
January 4, 1905 – June 28, 1905

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U.S. Department of Agriculture

THE

TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXV., No. 1.

PHILADELPHIA, JANUARY 4, 1905.

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All Grades and Sizes.

Light, Medium and Dark Colors.

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Lowest Prices.

Schroeder & Arguimbau
No. 178 Water Street
NEW YORK

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

—THE TOBACCO WORLD—

PHILADELPHIA SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ PENT BROTHERS CIGARS PHILADELPHIA

E·E·KAHLER READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢

EISENLOHR'S Cinco CIGARS Philadelphia

Clean as the Food You Eat Vesper CIGAR 5

(LORD LANCASTER, 10c.)

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ALLEN'S NAPOLEON 5¢ CIGAR

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4886-A.

WHITE KNIGHT

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
(Incorporated)
PHILADELPHIA, PA.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

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There is no chance of securing the charter until an amendment is made eliminating the objectionable features, to which the Governor has called attention.

WILL TEST TRADING STAMP ACT.

Before those principally affected will submit to the new excise law in Massachusetts, which taxes trading stamps, coupons, etc., test cases will be brought and strong efforts made to prove the law unconstitutional.

A member of the legal firm of Platzek & Strooch, of New York, counsel for the United Cigar Stores Co., has been in Fall River, Mass., during last week in consultation with City Solicitor Dubuque and David F. Slade, counsel for the Green Trading Stamp Co., and it was stated that the conference was held with a view to bringing a test case for violation of the excise tax law at as early a date as possible.

The American Tobacco Co., as told last week, has taken the stand that the law was not meant to apply to coupons of the nature of those used with tobacco.

TELEPHONE THIEVES ARE FOILED.

Extend Operations to Louisville and Fail to Get Away With the Goods.

The telephone order thieves have extended their operations to Louisville, Ky., after successfully working the game in New York and other cities, but in the Kentucky town the game was nipped in the bud after the cigars had been gotten out of the store.

As in the other cases, an order for stuff was made by telephone, this time for $50 worth of cigars at J. T. Stier & Son. An employe became suspicious at a remark made by the expressman who called for the goods later, and followed him and recovered the cigars.

Dealers in all parts of the country are warned to verify all telephone orders, no matter how safe they may seem.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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SMOKE
VETTERLEIN BROS'
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There is no chance of securing the charter until an amendment is made eliminating the objectionable features, to which the Governor has called attention.

WILL TEST TRADING STAMP ACT.

Before those principally affected will submit to the new excise law in Massachusetts, which taxes trading stamps, coupons, etc., test cases will be brought and strong efforts made to prove the law unconstitutional.

A member of the legal firm of Platzek & Strooch, of New York, counsel for the United Cigar Stores Co., has been in Fall River, Mass., during last week in consultation with City Solicitor Dubuque and David F. Slade, counsel for the Green Trading Stamp Co., and it was stated that the conference was held with a view to bringing a test case for violation of the excise tax law at as early a date as possible.

The American Tobacco Co., as told last week, has taken the stand that the law was not meant to apply to coupons of the nature of those used with tobacco.

TELEPHONE THIEVES ARE FOILED.

Extend Operations to Louisville and Fail to Get Away With the Goods.

The telephone order thieves have extended their operations to Louisville, Ky., after successfully working the game in New York and other cities, but in the Kentucky town the game was nipped in the bud after the cigars had been gotten out of the store.

As in the other cases, an order for stuff was made by telephone, this time for $50 worth of cigars at J. T. Stier & Son. An employe became suspicious at a remark made by the expressman who called for the goods later, and followed him and recovered the cigars.

Dealers in all parts of the country are warned to verify all telephone orders, no matter how safe they may seem.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

D & T

107 Arch St. PHILADA.

Established 1845

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana Packers of Seed Leaf. Y&N

25 N. THIRD ST., PHILADELPHIA.

The Old Salesman's Musings.

A FEW REMARKS A LA DR. SWALLOW

Thanking you in advance for your kind attention, I think I shall use my space this week to preach a short sermon, out of which I sincerely hope somebody will get some good. I, too, hate amateur preachers who butt cheerfully in where a wise gentleman would stay away or send in his card, but I was so shaken up by an experience I had the other night that I can't forbear.

It's about Rum! Perennial old rum! And before I get any further I am willing to remark concerning myself, that I never insisted on being gagged, bound and chloroformed in order to permit someone to force a small horn down me, so I am not speaking from the icy pedestal of the W. C. T. U. But there are persons who use alcohol, and persons whom alcohol uses, and it's up to every man to make snap judgment on which class nature has fitted him out for.

To begin my story properly: On a dark and snowy night, about ten years ago, I boarded a train in Western Pennsylvania and soon got into conversation with the only passenger in the car, a young fellow not more than 23.

For all his youth, he very evidently had brains, was an unusually interesting conversationalist, was really witty without having to repeat, and altogether made such a strongly favorable impression on me, that I made him promise to let me hear from him.

He was a frank youth and he told me that his father was a member of a firm in Philadelphia, and was sending him out to learn the business on the road. I happened to know his line pretty well, had made his territory many a time, and loosened up some pointers for which the kid seemed properly grateful.

Well, I met him again in a few months, and he told me he was getting along finely. Before many more months had passed I began to hear of him from other salesmen, as having made a big hit both with his customers and his brother salesmen, and I felt glad of it. I said as much to one man who was praising the boy to me.

"Yes, he's all right," added the man. "And the child's a perfect tank. I don't think he exactly looks for booze, but he naturally is mixed up with it a lot, and they tell me he can put some of us old ones under the table twice, and then go out and sell a bill."

"Well, I hope he don't push a good thing too far," I remarked, and then forgot it.

I didn't hear from Billy (that is the boy's name) for a couple of years and then I ran into him again. He was a good deal wiser in the world's wisdom than he had been before, but he still had an appearance of boyish innocence and was at the same time as quick as a trick. He seemed glad to see me and we drifted into a heart-to-heart talk over the dinner table. He drank a lot of whiskey before, during and after the meal, which struck me as a mighty bad sign in a boy of his age, and I made some remark about it.

He laughed it off at first, but grew more serious and admitted that he was hitting it too hard.

"I really have about decided to cut it out," he said, "but I ought to change my job to do it. Everywhere I go I'm mixed up in it. I have stopped for a while two or three times, and then got tied up in crowds with women and I had to be either a dead one or a sport, and somehow the latter always won out. It seems like a cowardly admission, doesn't it?" he asked.

I agreed with him, and mentioned numerous cases I knew of where bright, young fellows had succumbed to the falsely seductive combination of wine, women and song. He appreciated it all, and we parted.

I saw him again in five years during which time I had occasionally heard of him, always as a successful salesman making lots of money and spending it in the same old way. He had left his father's employ because he thought he wasn't making enough, and several subsequent houses had been obliged to let him go after particularly flagrant sprees.

I was with him this time for about ten minutes in company with two or three other men and I had no chance to talk to him. He was more careless about his dress although he wore expensive clothes, and he looked decidedly bloated. His pockets were full of money and he had no more idea of its value than a cave dweller.

About a year ago a sweet looking woman called upon me who said she was Billy's mother and explained that he had told her all about me and my good advice, etc. The dear lady, much to her own annoyance, began to weep, and finally asked me if I wouldn't try to find her son who was drunk, somewhere, and hadn't been heard from for a week.

I tried and didn't succeed but learned that he got home a few days later. It seems that he still made his home with his family in Germantown, when he was off the road.

I met him in New York about six months ago, and was delighted to see that he had a clear eye and a steady grip. He was much more like the boy in the little midnight train, in Pennsylvania, and he told me he was working inside, keeping away from the gang, and was just finishing up a certain much advertised treatment for inebriecy.

"I feel different in every respect," said he, "and I wouldn't go back to the old game for anything on earth. I'm working for myself now, not a lot of saloon keepers and queer women."

I tried to tell him how glad I was to hear it and we separated in the best of spirits.

One night last week I was hurrying up lower Arch street, Philadelphia, when as I reached Fifth street, a man crouching by the meeting-house wall grabbed me by the arm with a frenzied grip and, pointing to something in the road, fairly hissed "What is that? Oh, God, tell me what that is?"

It was a mere, harmless cat on a char-

(Concluded on page 7.)

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar.

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

IT is the hope of the editor of this department that during the coming year every subscriber among the dealers will find the page of constant use and aid to him, and will come to watch eagerly for the paper. A number of dealers have adopted suggestions made here from time to time and have reported gratifying success.

Whatever hints and suggestions to retailers are made during the coming year will be carefully weighed and wherever possible will be made from actual experience. In furtherance of this, another request is made that dealers and readers in general write to us, telling us about ideas that have actually been tried or are proposed.

Bear in mind that a scheme which might not be advisable under one set of circumstances might be the precise thing needed by some other man differently situated.

You may have tried an idea which seemed good but somehow failed to bring results. Send it along and we will try to explain it. Again you may have tried something in a doubtful frame of mind and found that it brought lots of business. We would like to hear about that.

If this page has ever helped you, help it to help someone else. Don't be so indifferent when it comes to helping some body else, and remember that this means YOU.

LET A FEW FACTS STICK TO YOU AS YOU MOVE ALONG.

BECAUSE a man keeps a cigar store it does not necessarily follow that he is an expert judge of tobacco or that he knows all about his stock that there is to know. The ignorance of the usual customer and at the same time his belief that he is all wise, is proverbial, although sometimes his ignorance is not much greater than that of some of the small dealers.

"Nine men out of ten when you hand them a cigar will roll it tenderly between the fingers and smell it knowingly before attempting to smoke it," said a cigar man recently. "After puffing on it a minute, he will tell all about the cigar, its make, grade and price, and inform you in a confidential way that he knows all about tobacco, and cigars in particular. In ninety-nine cases out of one hundred his information will be wrong, as only the tobacco expert can quickly judge of the intrinsic merit of a cigar, and frequently he will be at fault.

"For commercial purposes all cigars are divided into three grades of tobacco, known as dark, medium and light, but there are forty or fifty shades, which are grouped into five sub-headings.

"The grade of a tobacco used in a cigar has nothing whatever to do with its size, and there is practically no limit to the number of sizes. Any cigar manufacturer may bring out a cigar of special size and give it whatever name he pleases. The best known and most frequently used sizes, however, in the cigar trade are the conchas, which are divided into bouquet and especial, regalia bouquets and puritanos, the breva and panatella having distinct shape of their own. The panatella is a long, thin cigar, with tapering ends, whereas the breva is finished off short at both ends and has an even thickness throughout, except a slight narrowness at the end that is held in the mouth.

Undoubtedly the best tobacco smoked in cigars in this country is the native grown Cuban tobacco, and the cigar is further improved if it is made in Cuba, particularly in the province of Havana. For this reason many so-called Havana cigars are in reality cigars made in this country and shipped to the islands, whence they are reshipped to the United States and the revenue stamp is duly pasted on the boxes to deceive the uninitiated.

Many smokers who prefer a light wrapper enjoy the flavor of the Manila wrapper with the Havana filler. To satisfy this taste the Havana tobacco frequently is wrapped in Connecticut wrapper.

"Inferior grades of cigars frequently are made of doctored tobacco, acid being used to stain the wrappers and light straw color in spots. The best leaf of the tobacco plant is that which grows nearest to the ground, and when the rain splashes mud on the leaf these little straw colored spots appear when the tobacco is cured. When these spots are genuine the wrapper will be a good tobacco of its grade, but whether it is acid stain or not only the expert will be able to determine."

• • •

WHY DID THE RETAIL BUSINESS FALL OFF?

THERE is a general complaint among retail cigar dealers of the country of the falling off in the sale of cigars. It is said that this decrease has been shown greatly in the past three months.

A prominent cigar dealer yesterday said that he had learned from officials of the internal revenue department that the entire sales of cigars in the United States had decreased 40,000,000 last month over that of October.

"When the cold wind begins blowing," he continued, "then our busines falls off. In the summer time our best trade is on. Men who usually smoke have a cigar in their mouth while walking down the street. As soon as snow falls and the air is filled with frost they leave off the smoking in the streets. This in a measure temporizes the habit with them and they do not do so much smoking when they are at home.

"This year we have had good, pleasant weather up till a few days ago. For the past month or six weeks the cigar trade has been falling off. There are not as many pipes or cigarettes sold and I am unable to account for the decline in the business. It may be that many young men have retrenched on their cigar money that they might save it for Christmas. If such is the case it is the first time in my memory that such retrenchment took place prior to New Year's day. At that time the cigar business always falls off for at least one month. Thousands of men at that time 'swear off' with good intentions of not smoking any more. This lasts about a month or six weeks and we can easily see the way the resolutions are broken by the steady advance in the sale of cigars."

• • •

QUEEN CITY TOBACCO CO.'S DISPLAY AT THE SHOW.

A BOOTH at the Tobacco Show in Horticultural Hall which attracted much attention was the "Home of the Red Devil," conducted by the Queen City Tobaccco Co., of Cincinnati, to advertise its well known brand of smoking and chewing tobacco. The Company secured the constant attention and interest of the crowds by giving away chances on a gold watch, the winner of which was determined at the end of the week. The display was in charge of W. J. Wood.

PLAY CARDS FOR CIGAR CHECKS.

A HARTFORD CITY (Indiana) man who runs a cigar store is thinking seriously of taking out the pool tables and substituting card tables. Checks are bought and played for in card games payable in tobaccos. In a number of neighboring towns this plan has been adopted. At Richmond the popularity of card games in these places has been growing so rapidly that the number of players had in some cigar stores increased beyond the capacity of the tables.

• • •

EASILY ANSWERED.

AN exchange prints the following verses humorously settling the question of what should be done to the workman who ruins good tobacco by turning out inferior work under a standard label and renders the dealer helpless in pushing the cigar:

The best cigar-hand sometimes makes mistakes,
Whereat the man's employer greatly grieves,
And asks, "How shall we treat the man who makes
A bad cigar of good tobacco leaves?"
This problem he to arbitration takes,
And in due course the answer he receives,
An echo of his words, "The man who makes
A bad cigar of good tobacco—leaves!"

• • •

TWO CATCHY SIGNS.

A MARKET STREET (Philadelphia) dealer is calling attention to a particular brand of cigar by these two signs, the verse in each case being followed by the name of the cigar:

Rain or shine,
Wet or dry;
This is the cigar
You want to buy.

Not too short,
Not too long;
Not too mild,
Not too strong.
Just right.

Snuff Out Old Methods

Begin the New Year Right

A Resolution to Use a National Cash Register

Means less work in balancing cash, less worry, less bother and more money. A National will

Stop Losses by Enforcing Carefulness, Efficiency and Honesty

By furnishing an automatic record of every transaction in the store, showing its nature and who made it, a National increases the efficiency of clerks.

Let us tell you how it pays for itself.

1905 IS HERE

National Cash Register Co.

Dayton, Ohio

In writing please mention this paper

The Old Salesman's Musings.

(Concluded from page 5.)

acteristic, mysterious nocturnal promenade. I said so, after I had recovered from the start he gave me.

"Yes!" he panted. "I know it's only a cat; but it's a crawling, crawling cat." He swore horribly in an agony of fear. Something in his voice made me draw him into the light, and—it was Billy.

I got no sleep that night, and in the morning managed to get him home, way up in Germantown, in a carriage. His mother, who hadn't seen him for days, was very white-faced but seemed to know just what to do, and his father, who had retired from business, told me that the boy had not been able to hold any sort of a job for months, and that he had gone on a terrible debauch only a month before. "The doctors say that his constitution wont stand more than one or two more," said the old gentleman in a monotonous, sad tone."

That's all, I guess. There will probably be a sequel before long, but I don't think I care to be in at the death. The other night will hold me for awhile. Judging by the language he used from time to time, the poor boy had gathered a knowledge of every form of vice that was ever invented and I've been sort of sick at humanity ever since. Billy's is only one of a lot of cases and all I've got to say about it is this:

The difference of time beween the last drink that you are consciously able to refuse and the one which you must have, is often not more than two minutes.

THE OLD SALESMAN.

NEW OFFICERS FOR KENTUCKY BURLEY GROWERS.

Lawrenceburg, Ky., Dec. 29. At a meeting of the Burley tobacco growers of Anderson the following officers were elected for the ensuing year: President, Ben Franklin, of Glensboro; Secretary, Clarence E. Watts, of Alton Station; Inspector, John Taylor Watts, of Avenstoke; Board of Control, George Sharp, of Lawrenceburg; James R. Gaines, of Alton, and William Shelton, of Ashbrook. Six thousand dollars' worth of stock has been sold in this country. The association has rented a large warehouse near the depot in which it is now receiving tobacco.

JUDGMENT AGAINST UNIVERSAL TOBACCO COMPANY.

Judgment for $30,910 has been entered against the Universal Tobacco Co. in favor of J. C. Drucklieb & Co., for the amount claimed to be due on sales of 754 bales of tobacco between June 1 and November 11, 1901. A thirty days stay of execution was granted in the matter.

A NEW FACTORY AT ALLENTOWN.

Joseph J. Flickinger will open a cigar factory and retail store at Seventh and Liberty streets, Allentown, Pa., and will manufacture cigars of high grade. Mr. Flickinger, who is an expert cigarmaker himself, has been for seven years proprietor of the United States Hotel in that city.

—The Congress Cigar Co. is about to remove its business from Detroit to Chicago.

BLACK THREADS

Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.

DAYTON, OHIO.

A LINE OF HIGH-GRADE

Tobacco Spraying Goods

For Cigar and Tobacco Factories and Leaf Tobacco Dealers.

MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.

Send for free Catalogue.

DAYTON SUPPLY CO.,

Suc'ors to Nixon Nozzle & Mach. Co

DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN — CARL L. HAEUSSERMANN — EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana — Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

LESS DEMAND IN HAVANA FROM NORTHERN BUYERS.

Reports From Country of Heavy Damages to Crops From High Winds Keep Prices Firm—Will Be Large Percentage of Torn Leaves.

[Special Correspondence of The Tobacco World.]

HAVANA, December 26, 1904.

During the week just passed the Havana market has felt the lessened demand from the Northern buyers, and business has assumed the holiday character natural at this season of the year.

Prices, however, remain very firm, particularly as the news from the country about the new crop speaks of heavy damages done by high winds, which have prevailed for nearly a week here in Havana, as well as in the Partido and lowland sections of the Vuelta Abajo.

Many of the tent-covered fields had their cheese-cloth covers blown to pieces, while the breakage of the leaves of the nearly ripe plants must have caused serious damage. In all likelihood there will be a large percentage of quebrados and torn leaves in the 1905 crop; besides which, the high winds are apt to burn the edges and tips of the leaves. If the temprano part of the growth, which is usually considered as the choicest part, will have a large percentage of defective tobacco, there is less hope for a good average crop, even if the medium tiempo or tardido plant should experience a more favorable growing season.

It seems a pity that the hopes of the farmers, which had been raised to a high pitch of expectation through timely rains, should have had such a rude set-back just at the critical time when they are preparing for the first cutting of the ripe plants. On the other hand, the dealers who are carrying stocks here in Havana will be benefited by this occurrence and be able to dispose of their holdings more readily at better figures, so the old adage about "an ill wind, etc.," may also prove true in this respect.

Many buyers from the north are expected here during the month of January, while some dealers here have taken occasion to purchase all suitable lots in the market that their owners wanted to realize upon.

Sales

amounted to 3,703 bales in all, or divided into 2,548 of Vuelta Abajo, 488 of Partido, and 667 of Remedios. The American buyers have taken 1,911, European exporters 385, and 1,407 bales were written off for home consumption by cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—A. Fromherz, of the Fromherz-Berlizheimer Co., Celestino Vega, of C. Vega & Co., and William Beitz, of the William Beitz Co., Chicago; D. Hevia, of D. Hevia, New York: Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., Havana and New York.

Returned:—Joaquin Hedesa, from Key West.

Departures:—Faustino Lozano, for Tampa; Edward Hilson, Julius Lichtenstein and Bernard Lichtenstein, for New York.

Havana Cigar Manufacturers.

While business as a rule is quiet, there is, however, quite a good demand from Great Britain, and Germany also seems to be ordering more than was expected. The call from the United States is fair. Canada and South America are ordering quite some quantities.

The new design of the export labels having been approved by the government and accepted by the general meeting of the Union of Manufacturers, is now being printed, and will be ready for use early in the new year. The design is a little larger and wider than the old label ("precinta") used heretofore, and on one side will be the coat of arms of the Republic of Cuba, as well as the seal of the government, while on the other side will be the bust of Columbus and the signature of each individual manufacturer, besides the printed guarantee that the cigars contained in the box are made of Havana tobacco and manufactured on the island of Cuba.

All these precautions, however, will not prevent the refilling of boxes by dishonest retailers, although the rings on each cigar, if used universally, may be more effective. The best guarantee the smoker of imported cigars has, however, is to purchase his supply from such houses as are reliable and above reproach.

H. Upmann & Co. received some very large orders from Great Britain, Germany, as well as from the United States. They shipped 550,000 cigars last week.

Cifuentes, Fernandez & Co. are still very busy, and have orders from everywhere for their Flor de Tabacos de Partagas & Co.

Rabell, Costa, Vales & Co. are turning out some very fine goods in their Ramon Allones and Cruz Roja factories, and that this is being appreciated by consumers of the whole world is evidenced by the good orders they are receiving.

Behrens & Co. note no diminution in their Sol factory, as they are shipping

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

goods in good-sized quantities, and are in receipt of new order from all markets, particularly England and Germany, which are ordering heavily.

J. F. Rocha & Co. are likewise busy turning out close to 50,000 cigars daily in their Crepusculo factory. They received orders of 400,000 cigars for Great Britain and her colonies, besides 150,000 for Australia, while Nene and Jefferson are called for from the United States.

Enrique Dorado & Co. do not complain, as El Rico Habano is meeting with increased favor, whether shipped to the United States, Canada or Europe.

Remigio Lopez y Hno. are busy moving their factory to 113 San Miguel street.

Buying, Selling and Other Notes of Interest.

Julius and Bernard Lichtenstein, who left last Saturday, purchased nearly 1,500 bales of all kinds of leaf during their stay here.

Sobrinos de A. Gonzalez were sellers to the extent of 500 bales of Vuelta Abajo, but besides this they have just closed a deal for the Spanish Regie of some 4,000 bales of Yara tobacco, which were purchased at Manzanillo.

Jose F. Rocha sold 400 bales of his Vuelta Abajo holdings.

Celestino Vega secured 500 bales of Vuelta Abajo for his Chicago factory.

Muniz Hnos. & Co. disposed of 400 bales of Montezuelo leaf.

J. M. Garcia & Co. received 895 bales from the Vuelta Abajo, part of the finest of this year's crop, and running from $80 per bale upwards, all vegas, including colas, net weight per bale being from 80 to 90 pounds.

Sobrinos de V. Diaz closed out 325 bales of Vuelta Abajo, and this made Don Narciso Gonzalez feel in excellent spirits when your correspondent called to see him last Saturday.

Ed. Hilson, president of the Hilson Co., did not tarry long, but he left quite satisfied with his trip to Cuba, and he secured about 700 bales of the best Vuelta Abajo leaf to be had.

Gonzalez Benitez & Co. made several transactions amounting to 250 bales of Remedios and Vuelta Abajo.

H. Upmann & Co. bought 500 bales of different kinds of leaf in the city, as well as in the country.

Aixala & Co. sold 200 bales of Remedios and Partido leaf.

Joseph Mendelsohn arrived here in the best of health and spirits from his short vacation north, and can again be seen hustling daily in the market. Mendelsohn, Bornemann & Co. have made the following shipments of leaf tobacco: 23 bales and 13 packages to Crump Bros., Chicago, via New Orleans; 28 bbls to Lilies Cigar Co., Kalamazoo, Mich., via Mobile, and 140 bales to Cohn Bros., Chicago, via Mobile.

B. Diaz & Co. made one deal of 200 bales of their fine Partido holdings.

Faustino Lozano secured some 500 bales of Vuelta Abajo for his Tampa factory.

Rabell, Costa & Co. disposed of 115 bales of Vuelta Abajo leaf.

A. Fromherz, who arrived here from Chicago, has commenced operating by buying some good-sized vegas of Vuelta Abajo.

A. M. Calzada & Co. turned over 86 bales of Vuelta Abajo to one of their Tampa customers.

Jorge & P. Castaneda received 300 bales of a Rio Hondo escojida this past week.

Loeb Nunez Havana Co. shipped 78 bales of Remedios, but, pending confirmations by mail, they sold about 500 bales additional from their large stock of all kinds of leaf.

Jose Menendez has done some business, but the number of bales could not be ascertained.

Garcia & Co. have not been idle either, although when it comes to disclosing transactions Don Manuel Garcia is like a sphinx.

Receipts From the Country

	Week Ending Dec. 24. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,870	241,159
Semi Vuelta	100	22,264
Partido	177	57,592
Matanzas	——	334
S. Clara & Remedios	2,100	84,563
Santiago de Cuba	——	657
Total	4,247	406,569

COUNTY CLUBS WILL MEET AT CHATHAM.

Inter-State Tobacco Growers' Protective Association Issue Call for Jan. 16.

Danville, Va., Dec. 31.

The Pittsylvania executive committee of the Inter-State Tobacco Growers' Protective Association have called an important meeting of the county clubs to be held at Chatham, Va., at 11 o'clock a. m. on the third Monday in January, 1905.

Every club will be entitled to send one delegate for every twenty-five members and fraction thereof over twelve. Each club, however small in membership, shall be entitled to at least one delegate.

All farmers in sections where no clubs have yet been organized are cordially invited to attend and take part in the deliberations, except that only delegates will be allowed to vote on measures coming before the body.

It will be the effort of the committee to have several practical speakers on hand and make the occasion one of interest and instruction.

No club should fail to send its full allowance of delegates, and all other farmers interested in the movement will be most welcome guests. Monday, Jan. 16, is the day.

SALES RESUMED IN RICHMOND.

Forty Per Cent of Crop Already Sold, Mostly Sun-Cured Tobacco.

Richmond, Va., Jan. 3.

Sales of tobacco were resumed yesterday at the local warehouses, and as all the farmers had been notified by the Board of Trade, many were on hand with their product.

Richmond has sold to date 3,295,312 pounds, which is generally thought to be 40 per cent of the crop. If true, these figures will make this crop 8,238,280 pounds, which is still more than the average for the last six years.

About 90 per cent of the total sales are thought by tobacco men to have been sun cured tobacco. This class of the plant is steadily on the increase, both in point of amount raised and demand.

The annual loose tobacco sales on the Richmond market for the last six fiscal years beginning October 1, have been as follows: 1899, 6,322,933 pounds; 1900, 8,507,228 pounds; 1901, 6,564,269 pounds; 1902, 7,189,345 pounds; 1903, 9,241,718 pounds; 1904, 8,245,220 pounds. Average for the six years, 7,668,452 pounds.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

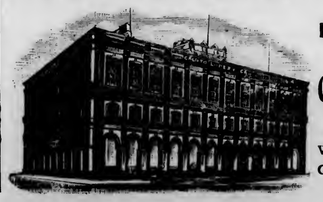
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
RICHMUND H. SMITH
ENOS SMITH

H. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET, NEW YORK.
SA SCHOENER. CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Deckes. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

J. BERNHEIM & SON
HAVANA TOBACCO
108 MAIDEN LANE.
NEW YORK.
Correspondence Solicited. HAVANA, CUBA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBEL,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Importers of Sumatra Tobacco
Cable Address: "HIRE."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

TOBACCO NEWS OF THE WEEK IN GOTHAM

New York, Jan. 3, 1905.

Retail tobacconists and cigar dealers along Broadway and the main arteries of the thoroughfares of Greater New York assured me to-day that their sales on New Year's Eve broke the record for any one day in their experience, and the grade of cigars sold was generally higher than usual, a statement which proves that the best goods will have the best chance for ready sales in the future.

In New York there is but little call for 5 cent cigars, and this is said to be largely due to the fact that there is more treating to cigars when friends meet on Broadway, on Fifth avenue and along the Rialto than ever before.

It is considered better form to invite a friend to smoke than to drink, and naturally the average man does not treat his friend to a 5-cent cigar. Two for a quarter or three for a half seems to have been the average price paid for cigars this New Year's, and dealers have had to work overtime counting up their day's receipts for the past week—a by no means unpleasant tax upon them.

• • •

The shops were kept open New Year's Eve until the New Year was at least an hour old and the blare of the tin horn and the whirr of the creaky wooden rattle had subsided into silence. And during all this turmoil of seeing the old year out and the new year in, amid the noise of the horns, the sweet chimes of Trinity, Grace and other churches, and the ribald songs of roysterers on the prowl, there was being enacted a test of the endurance of a cigar, or rather of cigars, of different brands.

This latter interesting pastime and educational event occurred in the "den" of Robert J. Ferns' residence on Neptune avenue, New Rochelle, where a dozen New Yorkers had been invited to escape the din of the city during the passing of the old year.

Among them was "Billy" Proctor, at whose Pine street cafe it is the boast that only good cigars are kept.

Each guest was permitted to select a cigar from as many boxes of as many different brands, and at exactly 11 o'clock each man lighted his cigar and settled down to a calm, deliberate, thoughtful, silent, brooding smoke. The idea was to see how long, with one lighting, a cigar would last and yet burn out to the very tips.

Scarcely a remark was made until the ship's clock on the den mantel struck the midnight hour, and then each man solemnly raised his glass, bowed to his companions and said "A Happy and Prosperous New Year to You!" immediately relapsing into silence and the contemplation of his cigar.

One hour had passed and no man had permitted his cigar to go out, and no cigar was much more than half consumed. It was curious to watch the smokers. Some sought to prolong the life of his cigar by puffing long, slowly and infrequently, while another tried frequent short puffs. One man, Benjamin Hayes, whose father was the only high constable New York ever had, let his cigar go out while temporarily dozing, and he of course was voted out of the contest, so he lighted a fresh cigar and watched the other contestants.

The man who won out is named Clark, buyer for a Fifth avenue firm, but it is not my province to make mention of the name of the particular brand of the cigar he smoked. All I can tell you is that he smoked it incessantly for two hours and three minutes and then burned his lips. Five of the men smoked their cigars for an hour and a half and two for one hour and fifty-one minutes. My own experience is that the average cigar is smoked in twenty minutes, unless indeed it be an exceptionally good one.

Messrs. J. B. Cobb, A. H. Burroughs and Harold Roberts, who returned from a business trip to Europe a few days ago, were not to be found at their respective offices at No. 111 Fifth avenue within the past few days owing to the holidays, and it is doubted if they will have much to say about their experiences as yet, for excellent business reasons.

• • •

I am assured that Robert E. Lane, T. J. Donigan, W. W. St. John, F. B. Aschner, S. J. Freeman, D. Oshinsky, C. Blayney, I. W. Jacobson, M. Babaya, "Lou" W. Boyer and Charlie Fox, and the rest of the New York delegation, were so well impressed with the tobacco exhibit in the Quaker City last month that they are in favor of a similar but more extensive, elaborate and exhaustive exhibition in New York during the coming spring.

It is admitted that Madison Square Garden is too large and too expensive, but there are several other suitably situated and spacious halls which may be negotiated at rentals which need not necessarily prove prohibitive.

It is not unlikely that there will be a meeting of those interested at the Hotel Imperial early in February, when the subject of ways and means will be discussed and a temporary organization effected with, of course, Mr. Lane high up in the directorate.

There are admittedly many importers, manufacturers and dealers who were penny-wise and pound-foolish when the question of the Philadelphia exhibit was first mooted, and it is said slyly by the knowing ones that these dilatory gentlemen will not again let slip an opportunity to exploit their wares, but stand ready to avail themselves of the projected show in New York, should it assume tangible and material shape.

• • •

A petition in bankruptcy was filed on Friday against Maurice Kaim who did business as Maurice Kaim & Co., formerly cigar manufacturer at 1385 avenue A, by the Fidelity Bank, a creditor for $3,898 for money advanced on two notes of the Juan Muriel Cigar Co., of which Mr. Kaim was president, treasurer and manager. It is alleged that he is insolvent, that on December 5 he transferred property at 137 and 139 Wooster street to Charles Stich; that he has transferred part of his property to creditors, and has removed a part of his property.

The Wooster street property is a six-story loft building assessed for $80,000, and was transferred to Mr. Stich for a nominal consideration, subject to a mortgage of $20,000. Mr. Kaim has been in the cigar business for over twenty years, and was succeeded by the Juan Muriel Cigar Company, which was incorporated in July, 1903, with a capital stock of $40,000.

Judge Truax of the Supreme Court appointed a receiver for that company on December 8. Its liabilities were $20,550 and assessed $11,650.

• • •

While the new year does not record as many changes in leaf circles as has been the case in some previous years, there are a few announced. I. M. Jacoby, who has been identified with the I. J. Schoener Co., will resign and become connected with the firm of S. Ruppin, Inc. M. Bauml, heretofore a salesman, will take an interest in Mr. Schoener's business.

Julius Schack, Canadian representative of H. Duys & Co.; Howard Kinney, Western representative of the firm, and R. R. Uhler, Pennsylvania representative, have been in New York during the week planning a campaign for the coming year. Mr. Schack will return to Canada in about a week.

Herman Rosenberg, of the Colonial Tobacco Co., of Philadelphia, has opened an office in the U. S. Arcade building of this city, and will make a specialty of Sumatra tobacco. Frank Pulver, who has occupied suite 3 in this building, will move into room 9 in Mr. Rosenberg's quarters.

• • •

Since The Tobacco World opened its New York office at No. 7 Burling Slip, several warm friends of the paper have called in to say "Howdy," place advertising contracts for 1905 with John S. Grey and to give pointers for information to

EDWARD W. MAY.

JAMES W. GEYER'S STORE IN NEW YORK.

ONE of the most popular of the hundreds of retail cigar stores in New York city is "Geyer's," at 439 Tenth avenue, which is just above Thirty-fourth street. Mr. Geyer took hold of this store when it was by no means in prosperous condition. Energetic up-to-date methods soon brought the store up to standard and it acquired a wide reputation as a place at which to get right goods at right prices. Mr. Geyer has completely re-modeled and re-decorated the store until it is notable for its pleasing, business-like appearance. The Indian's head on the sign at the top is very striking and catches the eye at considerable distance.

Burling Slip has lost none of its old-time prestige, and, indeed, according to Darius Ferry, the well-known leaf tobacco broker of No. 7, it is gaining in popularity in the leaf trade. This may be evidenced by the fact that carpenters and decorators are busily engaged in fitting up No. 19 Burling Slip as offices for the newly-organized and incorporated firm of Heyman & Hollaender, brokers in imported and domestic cigar leaf tobacco. David Heyman and Maurice Hollaender are both well and favorably known to the trade, and for nearly a score of years were connected with S. Ashner.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Cincinnati's Dull Leaf Trade.

Market Reports—The New Crop is Expected to be Larger than that of 1903.

Cincinnati, O., Jan. 2.

So far as the volume of transactions and the business of the commission leaf tobacco warehouses are concerned, the year 1904 will go down in the history of the local trade as the worst in many years. The tremendous upheaval which the combine gave the market last summer by going into the country and buying all tobacco they could lay their hands on inside of ten days is attributed as the cause.

The brilliant coup of the combine buyers wiped out more than $3,000,000 of this market's business as compared with figures for 1903.

The Louisville market also suffered in common with Cincinnati but to a far less extent, for the reason that this is a white burley market exclusively and the heavy purchases of the Continental (now the American Tobacco Co.) extended only to that class of tobacco.

The year opened with light stocks on hand, the total in all warehouses being less than 9,000 hhds. The market was fairly strong and active until about April 1, with prices all around about 1½ cents higher than closing prices of the preceding year. The long, cold, dry spring prevented the work of prizing and packing and definite information as to the size of the crop was not ascertainable until this work could be undertaken.

Then the entire trade—growers, jobbers and manufacturers—suddenly awoke to a realization of the fact that the crop was decidedly short, being variously estimated from 30 to 40 per cent. Evidently the Continental Co. was first in possession of accurate information in regard to the shortage. In a quiet way, least calculated to arouse suspicion, it first absorbed the greater part of the white burley offered in the Cincinnati and Louisville markets. All this time it was planting its agents in every town in the burley belt and at the word they started buying. Prices went up by leaps and bounds, the general advance being from 6 to 8 cents per pound.

Then the independent manufacturers, badly frightened, entered the field in a mad scramble, only to find that it had been swept clean by the combine. Planters and growers benefited very little by the boom market as the greater portion of the crop had passed into the hands of packers, jobbers and speculators. The failure of the planters to realize a share of the phenomenal advance in 1904 was the main incentive to the reorganization of the Burley Tobacco Growers' Association.

The new 1904 crop which is beginning to come on the market, it is believed will show an increase in quantity of about 30 per cent over 1903. The increase, however is not evenly divided, the greater portion being in the Central Kentucky belt. Close observers assert that the crop will be largely a red one, color and especially colory goods of decided merit being most scarce. Weather conditions so far have been unfavorable for prizing and packing.

There have been no auction seed leaf sales for the past two Saturdays here, the warehouses observing the holiday season.

BUHRMAN.

CLAIM DEALER SCHEMED TO PREFER CREDITORS.

The Shields & Wertheim Cigar Co. and the Louis Klein Cigar Co., of Cleveland, O., through their attorneys have filed an involuntary petition in bankruptcy against C. M. Van Pelt in the United States district court.

It is charged in the petition that Van Pelt transferred his cigar stand in the Baldwin hotel to Harry Bradbury, a creditor, with the intention of giving preference to Bradbury's claim.

It is also claimed in the petition that Van Pelt arranged so that other creditors could have preference.

—The Ward-Bowlin Cigar Co. is the name of a new corporation of Wheeling, W. Va., just formed with a capital of $10,000. The incorporators are W. A. Ward, of Ward & Co., brokers; L. D. Bowlin, J. H. Klieves, F. L. Miller and W. H. Breidenstein, well-known business men of that city. The company has opened offices in the City Bank building, and will do a general brokerage, wholesale and retail cigar and tobacco business.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First-Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. MCMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

ADVERTISING RATES ON APPLICATION.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING CO., 224 Arch St., Philada.

PHILADELPHIA, JAN. 4, 1905.

ABOUT OURSELVES.

In pursuance of its earnest efforts to make this paper of the most possible importance to advertisers and readers, the Tobacco World Publishing Co. has taken offices at No. 7 Burling Slip, New York city, from which address a large measure of its business will henceforth be transacted. The news staff in that city has been adequately enlarged, and the New York department will be one of wide interest.

The advertising bureau of the five boroughs is in charge of Mr. John S. Grey who is a man of experience and resource in his particular field, and who will see that the interests of our advertisers in Greater New York are carefully conserved.

The list of firms, corporations, merchants, and business houses generally, who believe they can get good results by telling about their business in our columns has been increasing largely and steadily of late and it will continue to. The business man of today is wise in the placing of his advertising and the Tobacco World will benefit from that fact, for it knows it can give results.

When a man appropriates a certain sum from his business to be expended in advertising, he considers it as an investment, and unless, as a result of the manner of expenditure, it becomes a profitable investment, he must change that manner or henceforth use his money to some other purpose.

The Tobacco World's advertisers soon find out that their investment has been a judicious one. Our prosperity is dependent upon our making it a judicious one, and we welcome each new advertiser as one who is certain to receive as much if not more benefit than ourselves.

A 25-PER-CENT CUT IN THE PHILIPPINE TARIFF.

It seems fairly probable now that the most Secretary Taft will accomplish in the Philippine tariff matter will be a cut of 25 per cent on the present Dingley rate, which, as Mr. John R. Young, of the National Cigar Leaf Association, asserts, would not be likely to do much harm.

Whether the Secretary of War was most powerfully moved by the representations of Messrs. Bijur and Fox and their confreres at the recent conference, whether he has properly appreciated the force of the combined opposition, or whether he has simply discovered an error in his own premises, has not been officially stated, but belief is strong that the 50 per cent rate will be recommended to Congress, which is considered equivalent to its passing.

It was made certainly plain to the highest officials at Washington that the tobacco trade of the United States did not propose to put up with a knock-off of 50 per cent or less if any legitimate means or measures would prevent it, and when business interests of this magnitude set their foot down, there is occasion for more to follow than a mere sneeze.

Indeed the tobacco people have become very prominent in Washington lately in a number of affairs, and they are becoming used to conducting successful protests.

Naturally, free trade in tobacco with the Philippines would greatly delight the consumer who might get his cigars a dollar or two a hundred cheaper, and it would certainly please Americans who have money invested in Porto Rican factories. It might even cause a passing smile of interest on the face of the coolie laborer, provided he could understand it. But there are interests infinitely more important to be considered.

AMONG those discoverers such as Columbus, Franklin, Newton and the great host of others who won undying fame in their particular lines of achievement, must now be included one Dr. Kellogg of the Battle Creek sanitarium who, all by himself, has discovered the fact that tobacco and not a wild assassin's bullet killed President McKinley.

In an address before the Young Men's Christian Association of that city, Dr. Kellogg announced his startling discovery and by reference to General Grant and others, intimated that our line of Presidents shows a very unsuccessful struggle against the terrible cigar.

"And," declaimed Dr. Kellogg with terrible, upraised finger, after reading voluminous and exciting statistics, "instead of decreasing, the HABIT IS INCREASING."

We take the liberty of suggesting to Dr. Kellogg, whoever he may be, that if the use of tobacco can contribute to the making of such men as President McKinley and General Grant, then tobacco should be planted in every cornfield and a plug or two slipped into every Y. M. C. A. boy's little gymnasium locker.

THE PHILADELPHIA TOBACCO TRADE.

Report From Internal Revenue Office.

Collector of Internal Revenue McCoach has closed his books for 1904 and found the Internal Revenue office to be in good condition. The gross receipts of the office were $6,998,675.66, which is about $700,000 more than last year.

Beer stamps were the leading figure as usual, and the sales amounted to $2,800,668.50. Next in volume come cigars and cigarettes, with $1,910,820.15. Spirits, which is the internal revenue term for whiskey, realized $816,514.21, and snuff stamps were sold to the extent of $278,675.60. Tobacco brings up the rear with $80,237.57.

There are many small items besides the above which in the aggregate amount to a good round sum. Collector McCoach says that the figures for beer show little change from last year, but cigars increased to the extent of $50,000 and whiskey $40,000. Snuff increased $25,000, and the figures for the last few years seem to indicate that the old-fashioned habit is undergoing a revival.

Here and There With the Retailers

Prospects With the Retailers.

The week was a fair one in the retail trade although as was expected, the box end of the business didn't amount to anything. Most dealers were glad of a rest after the strenuous week before Christmas and were satisfied with the fair measure of patronage, which showed that the market was in a healthy condition.

There wont be a great deal doing in January as there never is, but so far from being duller than usual, Philadelphia dealers believe that the market will rule a little stronger than the average and will brisk up for the season sooner.

A number of dealers are contemplating rather elaborate window displays, but consider it advisable to wait a couple of weeks before casting this bait. Little money will be spent for tobacco until consumers get through paying the annual batch of their New Year's bills, and all the dealers can do is simply to wait.

It was a good sign this year, though, that when the market did belatedly spring into activity just before Christmas, the nature of the business was especially good. More high grade cigars in regular or standard packages were sold and less of the marked down variety such as hit the eye on a Christmas when money is tight. Dealers consider this a fair indication that the coming year's trade will be good and steady, and consequently aren't worrying over the brief period ahead of them during which the clerks wont be very busy.

B. Greenwald, Market street below Second, is pushing the Almeda 5 cent cigar, which is a winner for the money.

Wm. H. O. Keefe reports very fair business for the time of the year. There is quite a run at present on El Rio 5 cent cigar and Royal perfectos, at 4 for 25 cents or $6 a hundred.

George T. O'Keefe, South Fifth street dealer is making preparations for a handsome display to open up the New Year trade with. Considerable of the display will be taken up by Cuban Ribbon, Mr. O'Keefe's popular 5 cent cigar, while he will also show a number of high grade brands of Porto Rican goods.

The Moor, 4 for 55 cents and La Danza, 7 cents straight, are being pushed at the Moore cigar stores.

With Manufacturers and Jobbers.

The manufacturers are still busy with their inventories and their books, but so far as can be learned at this time there is no dissatisfaction. Business for awhile was not of the best locally, but it has been unusually good in the West, quite up to snuff in the South, and as much as was expected in New England. The latter part of the year, especially, has been marked by good sales and very few salesmen have any kick coming. The most cheerful predictions are made for the coming year to the fulfillment of which everything points.

Frank Comber, of the El Draco Manufacturing Co., sent a fine box of his new brand of Governor Higgins cigar to the New York executive last night, and by the looks of the cigars as they lay in their handsome package, Gov. Higgins will have some pleasant moments coming to him.

Bayuk Bros. are installed in their new building at No. 50 North Third street, the old Boltz, Clymer & Co. building, and by the last part of this week the improvements and alterations which are being made will be completed. The removal of the firm from Market street was made necessary by increasing business which made the old quarters much too small. The new building is comfortably spacious and will give more room to customers.

H. Hilbronner has started on a trip South for Gumpert Bros., in which territory he will remain for about two months.

The corporation of Morris D. Neumann & Co. has sold out its business to Morris D. Neumann and Joseph Guckenheimer, who will continue the business of Morris D. Neumann & Co. from this date, at the same address, Broad and Wallace streets.

The Berry-Suhling Co., of Bedford City, Va., commenced a vigorous campaign on the Philadelphia market this week, and will advance on the State later. The permanent local agents of the company are Arthur Hagen & Co., but the work this week was personally overseen by William R. Darrah, who is working up a run on the Staff of Life, Mason Co. Natural Leaf, Duke of Athol and Red Raven Scrap.

Phil Verplanck, the junior member of Menendez Bros. & Verplanck, Tampa, was in town during the week and was very enthusiastic over business. Mr. Verplanck, who has for years been known as one of the best salesmen on the road, said that his firm now had orders for a million and a half cigars, and that

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.

Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

he considered prospects for the new year as very fine.

Samuel Sheppard, of S. Sheppard & Sons, jobbers at 1520 Market street, has been seriously ill for some days, but his condition is now thought to be better.

Robertson Issues New Year Circular.

F. B. Robertson, the local representative of the Manchester Cigar Mfg. Co., has issued an interesting circular from his jobbing headquarters at 1004 Ridge avenue calling attention to this depot for goods made outside the American Tobacco Co., and asking retailers to call and see the complete line of independent goods. Mr. Robertson says:

My attitude towards union-made and independent tobacco goods, as shown by my labors in their behalf the past year, is known. Again, my efforts in behalf of retail cigar and tobacco dealers, persecuted by the Sunday Closing Association, are also known. My labors in their behalf have extended over a number of years, and of course I have been criticised by certain people—the kind who think of self alone. The comments of these people have often been harsh, untrue and unfair, and retail cigar and tobacco dealers who do not know me are asked to look up my record as their strong and consistent friend, as well as a firm advocate of the use of union-made and independent goods. Any movement favoring the interests of the retail dealers is sure of my cordial support at all times. I will add in this connection that I have been engaged to lecture to trade unions the coming year upon the advisability of using union-made and independent smoking and chewing tobaccos, cigars, cigarettes, etc.

Leaf Dealers' Jottings.

The majority of the local leaf dealers have got their books sufficiently balanced for the year to tell them that there is no particular cause for feeling blue. The year was by no means a record breaker for prosperity, but many of the houses find themselves better off than they seemed to expect.

The first six months of the year were flat and there was a general depression which was hard to lose sight of when business braced up, which it did in June or thereabouts. Since that time most houses have experienced a volume of business which brought the year up to good average proportions.

Moreover, the outlook seems much better than it was last January and there is a stronger feeling of confidence which is evidenced by the fact that there is some demand already in the leaf market whereas the first two weeks in January are expectedly slow.

L. P. Kimmig, of L. P. Kimmig & Co., went to Connecticut this week to buy tobacco. This firm reports a good year, particularly the latter part of it, with a gratifying outlook. There is a good demand now for Pennsylvania broad leaf.

Geo. Burghard has balanced his books and is able to report a satisfactory year to come.

Albert Koshland, a well known leaf salesman, has become connected with F. Eckerson & Co., and will shortly go on the road for the firm.

E. A. Calves & Co. report good demand for this season and thinks that the year will have an early start. Frank Dominguez will remain in Cuba several weeks longer.

Young & Newman have settled up their books and are satisfied to report a year which showed progress. 1904 closed better with this firm than 1903, and the present year opens up better than 1904. There is a fair demand already which bids fair to continue.

B. Labe & Sons have had a good year and are preparing to do a big business during the coming one.

NEW CIGAR FACTORIES IN YORK.

Licenses Granted, While Deputies Get Inventories From Old Plants.

York, Pa., Jan. 2.

York county cigar manufacturers have closed a very satisfactory year, in fact surprisingly good, considering that for six months during the first of the year they had an exceptionally dull spell.

The past month was as good in the cigar trade as could be expected at that season of the year. All the factories were kept running full with holiday orders. During the month licenses were granted for the establishment of 31 new factories.

District Deputies have commenced to make a canvass of the 1,400 factories under their supervision to secure an inventory of all leaf tobacco (stemmed and unstemmed), cuttings, clippings, scraps, stems, waste, cigars, cigarettes and capacity of each and unattached stamps held and owned by the various cigar men and tobacco dealers.

The large plant of Celestino, Costello & Co., commenced operations today after a close down for one week, to allow for stock taking.

D. Frank Kaltreider, of Red Lion, has commenced the erection of a large new cigar factory, immediately back of his residence.

Collector H. L. Hershey has notified F. B. Glenn, cigar manufacturer, of Red Lion, whose factory was seized by the revenue authorities, that the case has been settled. He was charged with removing unstamped cigars from the factory. He reimbursed the government and paid all taxes.

John E. Olp, a cigar manufacturer at Jacobus, has been adjudged a bankrupt, and another meeting of his creditors has been called for January 17, at the office of J. E. Vandersloot, Referee in Bankruptcy in New York.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,
Franklin Club,
Luxury,

and NUMEROUS PRIVATE BRANDS.

Hollard's

Seal Cigar Factory,

2203 South Street, Philadelphia.

CHARLES BOLLSTATTER,

Manufacturer of

Fine Cigars

1433 Ridge Ave., (Both 'Phones) **PHILADELPHIA**

Correspondence solicited with large handlers. Write for Samples.

A. D. KILLHEFFER,

MILLERSVILLE,

Penna.

PATRICK GORDON—Territory given good distributors everywhere.

Manufacturer of

HIGH-GRADE CIGARS

Warranted Havana Filler---Free from Flavoring.

Some Excellent New Brands:

Five Cents:--**Lucky Drive,** 4 sizes; **Rexmond,** 6 sizes; **Havana Prize**

Ten Cents:--**Havana Dimes, Puro Mafois, Louis De Valois**

We employ no Salesmen. QUALITY is Everything, and that is what helps us to sell our goods direct to Jobbers and Dealers.

Communicate with the Factory. We Can Save You Money.

CHEERFUL NEWS FROM READING.

Splendid Outlook for the Trade in This Section.

Reading, Jan. 2, 1905.

With few exceptions, if any, the manufacturers of this section have had good reasons to enjoy a most happy New Year, for the reason that last year's business shows highly satisfactory results.

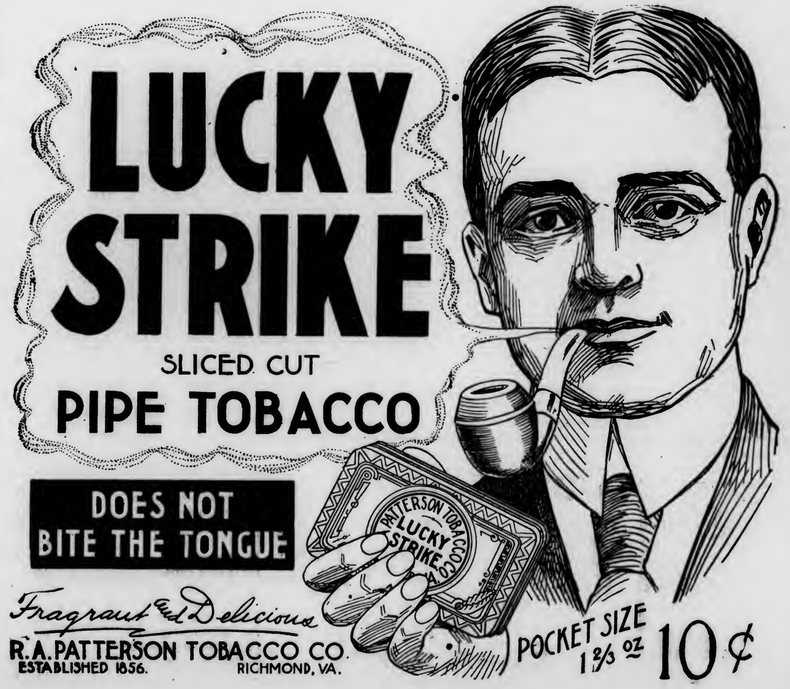
Julius G. Hausen has already commenced the new year with a most promising outlook. Regarding last year, he simply said, "I am well pleased."

Charles R. Albright, who some months ago removed to his present location at Ninth and Douglass streets, is doing very nicely. His All Bright cigar is gaining a wide reputation, and in addition he is doing a fine retail trade.

Frank P. Kalbach will engage in the cigar manufacturing business at 545 Windsor street this week, and will also conduct a retail store there. He will make the F. P. K. his leader in nickel world.

James Heist, on Oley street, has been working overtime to meet the demand for his Sentinel 5c leader, which has a good local trade.

John U. Fehr & Sons, leaf dealers, at Seventh and Franklin streets, had the largest business year since they have been in the leaf trade, and propose to show a larger and more complete stock than ever before during the coming year.



CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Wedeles Brothers,
Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. **PITTSBURG, PA.**

PAN
Are You Still Watching?

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

LANCASTER LEAF MARKET DULL.

But Nothing Else Was Expected, and Prospects are Good.

Lancaster, Pa., Jan. 2.

During the past week there were few transactions in the local leaf market. This dullness was not unexpected, however, and the prospects for an early resumption of activity are excellent. In fact, inquiries were beginning to arrive to-day, and it is regarded as a favorable indication that stocks with manufacturers are low and will need early replenishing.

W. E. Deitrich, purporting to be a Philadelphia cigar dealer, was arrested last week at the instance of L. E. Ryder, who brought charges of receiving goods under false pretenses. He was bound over for court and sent to jail in default of bond. The defendant has been in negotiation with numerous people in this and York county, and it is claimed that some goods were obtained, and that it is altogether likely that additional charges will be brought.

John F. Hare, of the stogie manufacturing firm of John Slater & Co., is this week on a few days' pleasure trip to South Carolina. William Fisher, with the same firm, spent Monday in Philadelphia viewing the Mummers' parade. Business is opening auspiciously with this firm for the new year, with mail orders arriving on the first business day of the year for upwards of 100,000 of their product.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 3, 1905.

Havana—Jas. E. Ward & Co., 10 trunks cigarettes, 428 cases cigars, cigarettes, etc.; Havana Tobacco Co., 223 do.; Gillespie Bros., 18 barrels cigarettes.

Liverpool—American Tobacco Co., 14 cases tobacco, 60 bales do., 1 case cigarettes.

SUMATRA TOBACCO.

Str. Sloterdyk, arrived Dec. 28:
(266 bales; 5 cases; 1 box.)

Brown Bros. & Co.	86 bales
L. Friedman & Co.	43 "
United Cigar Manufacturers	42 "
E. Rosenwald & Bro.	32 "
H. Duys & Co.	25 "
G. Falk & Bro.	24 "
Leopold Loeb & Co.	9 "
J. H. Goetze & Co.	5 "
Herz Bros.	5 case
F. Richard	1 box

HAVANA TOBACCO.

Str. Mexico, arrived Dec. 28:
(1,938 bales; 154 bbls.; 50 pkgs.)

Jas. E. Ward & Co	589 bales
F. Miranda & Co	458 "
J. Bernheim & Son	274 "
E. P. Cordero	163 "
E. A. Kraussman	100 "
E. Ellinger	59 "
E. Pascual	50 "
Starlight Bros.	40 "
Selgas, Suarez & Co	37 "
Carl Vogt's Sons	36 "
Leonard Friedman & Co	25 "
A. Blumlein & Co	22 "
E. Rosenwald & Bro	16 "
Max Schwartz	13 "
A. Murphy & Co	11 "
Herz Bros	10 "
S. Rossin & Sons	10 bales
Louis Ash & Co	9 "
W. H. Stiner	6 "
Bondy & Lederer	6 "
J. S. Gans & Co	4 "
E. P. Cordero	81 bbls.
E. Regensburg & Sons	34 "
Jas. E. Ward & Co	20 "
F. Miranda & Co	9 "
S. Rossin & Sons	6 "
A. Blumlein & Co	4 "
American Cigar Co	50 pkgs.

Str. Monterey, arrived Jan. 2:
(444 bales; 14 bbls.)

J. Bernheim & Son	243 bales
E. M. Schwarz & Co	60 "
G. V. Watson & Co	56 "
M. S. Arrue & Co	50 "
B. Castellano & Co	35 "
I. Menendez	14 bbls.

HAVANA CIGARS

Str. Mexico, arrived Dec. 28:
(113 cases)

Park & Tilford	39 cases
G. S. Nicholas	17 "
Wm. H. Stiner & Son	12 "
National Cuba Co	10 "
W. R. Grace & Co	8 "
G. W. Sheldon & Co	8 "
Duncan & Moorhead	5 "
B. Wasserman	4 "
Order	4 "
M. D. T. Co	2 "
L. J. Spence	1 case
Garcia Pando & Co	1 "
A. H. Hillman Co	1 "
Strong & Trowbridge Co	1 "

PORTO RICAN TOBACCO.

Str. Caracas arrived Jan. 2:
219 bales.)

American Cigar Co	160 bales
G. W. Sheldon & Co	41 "
Sola & Co	18 "

PORTO RICAN CIGARS.

Str. Caracas, arrived Jan. 2:
(372 cases; 1 trunk.)

American Cigar Co	135 cases
A. W. I. T. Co	34 "
Durlach Bros	32 "
Rojas, Perez & Co	21 "
Sola & Co	18 "
Order	18 "
C. Mendez	14 "
West Indies Cigar Co	13 "
R. A. M. Solas & Co	13 "
A. S. Lascelles & Co	12 "
Cadiz Cigar Co	10 "
Cayey Caguas Tobacco Co	10 "
C. D. Stone & Co	7 "
G. W. Sheldon & Co	7 "
F. Bonilla & Co	6 "
Mateo Rucabado	5 "
DeFord & Co	5 "
S. Ferrer	5 "
Porto Rico Cigar Co	4 "
W. L. Brown	2 "
E. B. Goico	1 case
Cuban & Pan-Amer. Exp Co	1 trunk

TOBACCO TRADE IN HOPKINSVILLE.

Hopkinsville, Ky., Jan. 2.

This is the annual report of 1904: The beginning was all amuck, buyers saying the crop was so common and prices so low; no use for it even at low prices and planters begging for offers. Yet, in face of all this jingo, the crop has been sold and gone from the West, leaving smaller stocks for sale than for years—only 620 hhds., about half 1902 crop. The situation is much reversed now. Planters

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

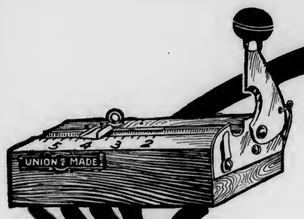
If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.



The PERFECTLY CUT CIGAR

is cut with a

National Cigar Cutter.

It cuts but one way, every time and all the time—*perfect*.
Designed to take the place of all other Cigar Cutters—and it *does*.
Has all their good points, none of their bad faults, and many advantages. A spring that never gets weak, a handle that cannot come loose, a knife that sharpens itself.
Handsomely finished of only the best material hadable. Cannot bunt, chew or tuck burst. Impossible to get weak or out of order.

To *make cigars*, and make them quickly but well, without dulling or turning your Cigar Knives and cutting away the board, you must use a

National Cigar Board.

Doesn't warp or split, for it's glued and triple bolted. Entirely select Rock Maple Ends, first kiln dried, then thoroughly linseed oil soaked, to preserve and keep moist. The special process treatment produces a permanent marble-like finish. No closer or harder grained wood possible. No other as smooth or uniform in surface. Why not get them now? Prices are attractive—from 10 to 25 per cent lower than others. Write for them to-day.

N. B. We have a big line of Cigar Ribbons. Can match what you use. Come along with your samples and questions.

NATIONAL SELLING CO.
ALLENTOWN, PA

EXPORT STAMP ISSUED BY CUBAN MANUFACTURERS.

THE above is a reproduction in exact size of the export stamp, issue of which has been secured by the Union of Manufacturers of Cuba, and which is designed to offset the effect of the new inconspicuous import stamp just put in operation in the United States. The Cuban stamp is not the same color as the old United States import stamp which was red, but it is so large that it could not well be overlooked when pasted on the box. The Union of Manufacturers will take steps to see that its stamp is universally identified by the public, and this work will be directed by Rafael G. Marques, who is President of the Union.

only raised 60 per cent of a crop, and are organizing rapidly and placing values on their holdings, about double last year's prices, and are not disposed to sell freely even at prices agreed on. The remnant of 1902 and 1903 crops left on sale is selling very cheap as compared to prices for new crop.

Lugs—Common, 3¼ to 4c; Medium, 4 to 4½c; Good, 4½ to 5c. Very scarce.
Leaf—Common, 5 to 6c; Medium, 6 to 7½c; Good, 7½ to 9c; Fine, 9 to 12c.
Loose prices for New from planters: Lugs, 6 to 7c; Leaf, 8 to 15c.

MONTHLY REPORT—DEC.

	1904	1903
Receipts for month,	105	—
" year,	14,390	11,350
Sales for month,	506	189
" year,	14,080	10,000
Shipments for month,	744	260
" year,	16,415	11,010
Stocks on sale,	620	1,693
" sold,	722	742
Stocks on hand,	1,392	2,431

M. D. BOALES.

FIFTY PER CENT. OF DINGLEY RATE LIKELY.

Probable That War Department Will Recommend Twenty-five Per Cent. Cut on Philippine Tariff.

Washington, D. C., Dec. 30.

The Philippine proposition is still hanging fire and it is impossible to say definitely yet whether the conference between Secretary Taft and the delegation from the National Cigar Leaf Tobacco Association will have any effect one way or the other.

The committee which waited upon the Secretary was headed by A. Bijur, president, and Charles Fox, chairman, of the Legislative committee, and these gentlemen seemed disposed to feel hopeful.

It is probable that some sort of a compromise will be agreed to and it seems likely it will be 50 per cent of the Dingley rate as was intimated. Of course the only result of such a compromise would be a recommendation to Congress for the passage of such a bill instead of the 25 per cent bill which has been urged by the Insular Bureau of the War Department.

There is no doubt that Secretary Taft still favors free trade between the Philippines and the United States, but he has shown himself willing to investigate opposition and his consenting to 25 per cent of the Dingley showed that he was open to argument. It is understood that the trade interests would put up with less than 75 per cent of the Dingley rate, with a certain amount of cheerfulness if it became necessary, but will protest against the 25 per cent until the last horn.

An official of the National Cigar Leaf Tobacco Association said yesterday (Tuesday) that he believed that the trade would be satisfied with a rate that was not below 50 per cent of the Dingley rate and at this figure the cut would be only a 25 per cent one.

"KING DUKE" SMOKING TOBACCO IS A WINNER.

THE accompanying cut is a reproduction of a bag of King Duke smoking tobacco which is manufactured by the Lancaster Tobacco Works, at Lancaster, Pa. The brand is a new one and is issued in packages of 1⅗ oz., 3⅕ oz., and 8 and 16 oz. The tobacco has caught the market wherever it has been introduced, and has become especially popular in the Pennsylvania coal regions, where it is handled by practically every dealer.

BOOKS SHOW GOOD INCREASE.

Summing Up of Year's Trade in Wisconsin Shows Big Progress.

Milwaukee, Wis., Jan. 3.

Now that the old year has passed into history, and the various branches of the tobacco industry have looked at the books, it is understood that the past year has been a good one all around.

First, the crop while not as large as hoped for, was of good quality, and many cases of leaf will be found to be superior. This is what the leaf men have claimed right along, that the product of the Badger State while not as heavy as some of the others, has grown a quality of leaf that averages well with the best. The growers, however, are complaining, and the annual crop of rumors that there will be a short crop in 1905, are being spread broadcast.

As as a matter of fact, the farmers have been offered adequate pay for their crops, and have been satisfied until the past two years. The growing of sugar beets within the past few years, has disturbed the minds of the tillers of the soil and they have been promised great profit from their land should they forsake tobacco raising and plant their acres to beets. It is advanced that the cultivation of beets needs no attention whatever after the first pulling takes place, and all they have to do is to dig them up and sell them at so much per.

This plan has been attractive to many farmers in the past, who are now raising tobacco again. Several of the large beet sugar concerns, which were going to do wonders right from the jump, have passed into the great beyond, and the machinery is for sale to any who desires it. This has happened in Michigan and in two cities in this State. But, of course, there are factories which are prospering. There is no other crop which catches the farmer's eye, so until the beet sugar industry flourishes, there need be no fear of the tobacco crop in Winconsin being entirely neglected.

From sources which are generally reliable, it is promised that Wisconsin will again come to the front this year with a good crop of tobacco.

Next comes the manufacturer, who feels that the past year has been fairly satisfactory. The average tobacco and cigar manufacturer in this State, or the City of Milwaukee, at least, undoubtedly has made a profit. If he has not, his business methods have been poor. The demand has existed, and if he has had the goods, he has sold them. The average cigar manufacturer was satisfied with the leaf and fillers he purchased, and outside of a few tilts with labor, has operated regularly. Wages are the highest ever paid in this city, and the workmen seem to be content with what they are getting, so long as they are not laid off too much.

There were more pounds of smoking and chewing tobacco manufactured in Milwaukee last year than in any other year in the history of the corporation. More dollars were paid out than ever before. The aggregate sum paid to wholesalers and jobbers reaches far beyond any other year. So there must be satisfaction in this quarter.

The jobbing end of the business was also favorable. Most of the large concerns operating in this city are today employing more men in one capacity or another than ever before. This is explained by the fact that more help is needed. Business has grown right along, and new territory is taken in regularly, and as the demand increases, so must the facilities increase for handling larger business. There was not a time last year when good stocks were not carried; neither was there a time when the manufacturers fell down on advance orders. Everything seemed to work in harmony, and the jobber certainly figures he did exceedingly well last year.

The retail end of these letters from time to time has set forth how business is going along in this city. There are more stores in the city today, than there were a year ago, and some of the old ones are nearly double the size they were twelve months back. Stocks are larger and of higher grade goods than was the case a year ago, and it might be inferred that the average retailer is more prosperous. As a matter of fact some of the stores are conducting business in a different way than they did a few years ago. It formerly was the case that the proprietor hired the clerks and paid little attention to his customers. This is changed now, and most every dealer in the city takes particular pains to get acquainted with his trade.

Reports from the tobacco growing sections are to the effect that the recent rains saved the crop, as casing will now proceed. Heavy rains fell for three days, and to say it was welcome, expresses it mildly. Nearly if not all the crop hanging in the shed has been taken down and within the next week or two all the big tobacco warehouses will be running again.

Milwaukee now has more than 2,600 saloons, and nearly every one sells "cigars."

ANDERSON.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic
Cigars
Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA
Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

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Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
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Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

MARTIN SLABACH,
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Manufacturer of
High-Grade Union Made CIGARS
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

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No. 828 St. Joseph Street,
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Manufacturers of
High Grade Union Made
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"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

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MANUFACTURER OF ALL KINDS OF
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San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

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For Wholesale and Jobbing Trade.
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Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY
No 463
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION ABE
5¢ 5¢
MANUFACTURED BY A. B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

Acreage, Production and Value of Tobacco Crop in the United States for 1904.

Washington, D. C., January 2.

The following table showing the acreage, production and value, by States, of the tobacco crop of 1904 has been compiled by the Department of Agriculture in a regular annual report:

States	Acreage	Yield per acre	Production	Price per lb.	Total Farm Value
	Acres	Lbs.	Lbs.	Cents	Dollars
New Hampshire	119	1,610	191,590	15.0	28,738
Vermont	174	1,685	293,190	15.0	43,978
Massachusetts	4,444	1,690	7,510,360	18.6	1,396,927
Connecticut	12,705	1,685	21,407,925	22.6	4,838,191
New York	5,492	1,145	6,288,340	10.0	628,834
Pennsylvania	14,457	1,289	18,635,073	8.9	1,658,521
Maryland	32,067	621	19,913,607	6.5	1,294,384
Virginia	133,086	725	96,487,350	7.4	7,140,064
North Carolina	143,968	685	98,618,080	8.6	8,481,155
South Carolina	11,643	703	8,185,029	8.2	671,172
Georgia	1,868	650	1,214,200	20.6	250,125
Florida	4,434	815	3,613,710	31.5	1,138,319
Alabama	585	479	221,715	15.5	34,366
Mississippi	170	408	69,360	15.6	10,820
Louisiana	89	438	38,982	21.5	8,381
Texas	469	600	281,400	19.5	54,873
Arkansas	1,234	565	697,210	12.0	83,665
Tennessee	47,703	730	34,823,190	5.8	2,019,745
West Virginia	4,087	710	2,901,770	8.5	246,650
Kentucky	277,409	827	229,417,243	6.4	14,682,704
Ohio	59,827	849	50,793,123	8.0	4,063,450
Michigan	278	675	187,650	6.5	12,197
Indiana	6,244	691	4,314,604	8.5	366,741
Illinois	1,155	670	773,850	5.4	41,788
Wisconsin	40,931	1,282	52,473,542	7.8	4,092,936
Missouri	1,771	626	1,108,646	8.5	94,235
United States	806,409	819.0	660,460,739	8.1	53,382,959

PRICE AND CONDITION OF THE CROP FOR 1904.

Department of Agriculture Issues Detailed Report of the Yield for the Year, by Types, Which Shows That Binder and Filler Crops are Late in Being Stripped and Sold.

Washington, D. C., Jan. 2.

In the monthly Crop Reporter, the Department of Agriculture publishes the following detailed reports of the year's tobacco crops by types, showing the condition of the tobacco, the proportion of yield and average price in 1904. It is a noticeable feature of the crop that among the sections producing cigar tobacco, the great binder and filler crops of Wisconsin, Ohio and New York were still hanging on the poles on December 20, practically none having been stripped and very little sold.

New England and Pennsylvania had marketed but a small percentage of their crops. An exception is noted in the case of the southern district, which is composed of certain counties of Georgia and Florida, about 70 per cent of this important wrapper and filler crop having been sold and delivered.

In many of the districts producing chewing, smoking, snuff and export types, the percentage of the crop marketed up to December 20 is much smaller than usual. In the burley district, the dark districts of Kentucky, Tennessee and Virginia, and in Maryland and Eastern Ohio dry weather has greatly interfered with stripping and has delayed marketing the crop. In the remaining sections conditions have been more favorable, and a much larger percentage of the crop has been sold.

Following are the reports in detail:

Cigar Types.

1. New England.—Reports from this section indicate that the prices so far received for the fine crop of 1904 have been approximately 50 per cent higher than for similar grades last year. A weighted average of all returns shows a price of 21.6 cents per pound, in the bundle, unassorted. Prices for Havana seed range from 15 to 23 cents per pound; several sales of broad leaf reported at 30 to 33 cents. About three-fourths of the crop has been sold, but on account of dry weather not more than 15 per cent has been stripped and delivered. The cured leaf is of good color and weight, free from pole sweat, or other damage, and is far superior to the crop of 1903. Taken as a whole, the crop is considered one of the finest ever produced in New England.

2. New York.—In the Onondaga district the prices quoted range from 8½ to 12 cents per pound, in the bundle, the average being about 10 cents. Compared with prices received for similar grades in 1903, these prices are from 25 to 30 per cent higher. About half of the crop has been sold on contract, but practically none of it has been delivered, dry weather

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Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

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For Gentlemen of Good Taste

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5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

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LIMA, OHIO

having prevented stripping. The average quality of cured leaf is thought to be better than that of the 1903 crop, but this can not be ascertained with accuracy until tobacco is taken from the poles.

In the Big Flats district prices quoted range from 9 to 11 cents per pound, being 20 to 25 per cent higher than prices received for similar grades in 1903. On account of dry, cold weather very little tobacco has been taken from the poles, but the average quality is thought to be superior to that of 1903 crop.

3. Pennsylvania.—The weighted average of 8.9 cents per pound for the tobacco crop of this section is based upon the contract prices at which about 75 per cent of the crop has been sold. On account of dry weather, it has been impossible to strip and assort the tobacco, hence not more than 10 per cent has been delivered. Prices so far have been 25 to 30 per cent higher than were received for similar grades last year. Average quality of cured leaf is thought to be somewhat better than that of 1903 crop. There was less damage during the process of curing and practically no injury by insects. The above estimates do not include hail cut and frosted tobacco, very little of which has been sold. Prices so far quoted for such crops vary from 8 cents to as low as 3 or 4 cents per pound, depending upon the extent of damage.

4. Ohio—Miami Valley.—About 70 per cent of the crop of seed leaf and Little Dutch produced in this section is reported to have been sold on contract, at prices ranging from 6 to 9 cents per pound, the weighted average of all returns being 7½ cents. No price for Zimmer Spanish has yet been established as practically none of this variety has been sold. On account of dry weather it has been impossible to strip tobacco, consequently none of the new crop has been delivered up to December 20. Compared with prices received for similar grades in 1903, the prices so far realized for the new crop are from 15 to 20 per cent higher. Quality of the cured leaf cannot be accurately estimated at this time; but the prevailing opinion indicates that the 1904 crop is a very satisfactory one, and considerably better than that of last year. Damage from prolonged drying, from pole-rot in overcrowded sheds and from a small percentage of fat-stem in crops cut late, is reported in some cases, but the injury from these causes is thought to be slight.

5. Wisconsin.—On account of the lack of sufficient moisture to produce a stripping season, practically the entire crop is still hanging on the poles. It is therefore impossible to estimate accurately the quality and to determine the average price that will be realized. The price given, 7.8 cents per pound, is based upon the reports of sales which have been made on contract, but not yet delivered. In some parts of the district, from 50 to 75 per cent of the crop has been sold on contract. Quality of cured leaf is considered better than that of 1903 crop.

6. Georgia and Florida.—Practically the entire crop of Cuban sun-grown tobacco produced in this important district is reported sold. Prices received for this type average 15 cents per pound, in the bundle, for the unfermented leaf. Only about 40 per cent of the shade-

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ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
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PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
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BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

grown Sumatra crop has been sold, prices ranging from 25 to 40 cents per pound, in the bundle, for the unfermented leaf. The average price for this type is estimated at 30 cents per pound. Owing to the prolonged drought in the early part of the growing season, the shade-grown crop is inferior in quality to that produced last year, and a comparatively short yield of high grade tobacco may be expected.

CHEWING, SMOKING, SNUFF AND EXPORT TYPES.

1. Burley District.

Reports from growers and dealers throughout the counties of Kentucky, Ohio, Indiana and West Virginia, producing burley tobacco, indicate that not more than 3 per cent of the 1904 crop has been sold. Severe and prolonged drought throughout the entire district prevented growers from stripping and preparing tobacco for market as early as usual. As the weather continued cold and dry, only a few hogsheads of the new crop had been received up to December 20, on the Louisville and Cincinnati markets, to which the bulk of the burley crop is sent. A few crops are reported to have been sold at the time of cutting. Prices received so far indicate an average of 9.1 cents per pound, and compared with prices received for similar grades at this time last year, are from 25 to 30 per cent higher. Quality of the cured leaf is thought to be somewhat better than that of 1903 crop, but this can not be satisfactorily estimated until the tobacco is stripped.

2. Dark Districts—Kentucky and Tennessee.

Paducah District.—The average price of 4.8 cents per pound is based upon reports from this district, which indicate that while only about 5 per cent of the 1904 crop had been delivered up to December 20, a very much larger percentage had been sold on contract. Compared with prices received for similar grades at this time last year, the prices quoted are said to be 25 per cent higher. On account of continued dry weather very little tobacco has been stripped. The average quality of cured leaf is considerably better than that of 1903 crop, being of better texture and body, and the leaf is larger and heavier. The new crop is said to be particularly desirable for export trade.

Stemming District.—On account of dry weather, practically none of the crop of this district has been stripped or sold. It is therefore impossible to estimate accurately the average price that may be realized or the quality of the cured leaf. Reports indicate, however, that prices considerably higher than those received for similar grades at this time last year are being offered.

Upper Green River District.

In most of the counties included in this district dry weather has prevented stripping and has delayed marketing. In the southern portion of the district, however, a considerable portion of the crop has been sold and delivered, or sold on contract for future delivery. The average price, as indicated by these sales, is estimated at 4.8 cents per pound. Compared with prices received for similar grades at this time last year, the prices so far realized for the 1904 crop are about 20 per cent higher. The average quality of the cured leaf is superior to 1903 crop, the early plantings having produced some very fine tobacco. There is a marked tendency to plant Burley tobacco instead of the dark types heretofore grown in this district, and where suitable soil was to be found a larger acreage than usual was planted to this type in 1904.

Upper Cumberland District.

On the basis of sales made an average price of 4.7 cents per pound is indicated as a farm price of the crop of this district on December 1. Prices so far received are 25 per cent higher than for similar grades in 1903. About 20 per cent of the crop had been marketed up to December 20. Quality of the cured leaf is superior to that of 1903 both in color and body.

Clarksville and Hopkinsville District.

Prices received so far have been from 25 to 30 per cent higher than those received for similar grades at this time last year. On account of dry weather not more than 7 per cent of the crop had been marketed up to December 20. The average quality of the cured leaf is thought to be superior to that of the 1903 crop. It is of a darker color and has more body, thus making it much better for many purposes, though not so suitable for the French market. Prices so far will average close to 6 cents, though some tobacco has been sold below this price.

It is generally conceded that the quality of this crop is better than that of 1903 crop, and as the yield in pounds will be probably 25 to 30 per cent less, prices bid fair to continue good. In many counties of this district tobacco is being held by the farmers for better prices. They are selling more freely in this county, however, probably 2,000,000 pounds or more having been sold up to December 20.

3. Virginia Sun-Cured District.

About one-third of the 1904 crop of sun cured tobacco is estimated to have been sold up to December 20. The cured leaf is said to be sweeter and of better flavor than the 1903 crop, but somewhat thinner and lacking in body and gum. It is, however, of good rich color and well suited to domestic manufacturing purposes. The average price up to December 1 was about 7½ cents per pound, but since that date a considerable decline is noted. In explanation of this fact, the following statement is made by a prominent dealer in this type: The demand for sun-cured tobacco has increased so much that in many of the counties south of the James River growers have endeavored to sun-cure and air-cure their crops with the result that a great quantity of the so-called sun-cured tobacco is appearing on the "breaks." In consequence the price of the real sun-cured tobacco has been unfavorably affected. The point is emphasized that this type of tobacco can be successfully produced only in the counties lying north of James River and near tide water, which have been included in the sun-cured district, viz: Caroline, Hanover, Henrico, King William, Spottsylvania, Fluvanua, Louisa, and Goochland.

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Leaf Tobacco Co.
INCORPORATED.
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Packers of
and
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Wholesalers and Retailers of
Leaf Tobacco
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A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
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D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 5c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

4. Dark District of Virginia.

On account of unfavorable weather for stripping the tobacco not more than 15 per cent of the crop of this district had been marketed up to December 20. The average farm price on December 1, as indicated by sales reported up to this time, is estimated at 6.1 cents per pound. Prices so far received have been about 20 per cent higher than for similar grades at the corresponding time last year. The quality of the cured leaf though more useful and valuable than 1903 crop, is not as good as usual in this district. On account of severe drought in the late summer and early fall the plants could not be cured as successfully as usual. The leaf is of very satisfactory size, body and texture, but with the exception of certain grades, is deficient in color.

5. Bright Yellow District.

Old Bright Belt, Virginia.—It is estimated that about 35 per cent of the crop in this district had been marketed up to December 20. On the basis of sales reported, the average farm price on December 1 is estimated at 8.6 cents per pound. Prices so far received are from 20 to 25 per cent higher than for similar grades in 1903. In average quality the cured leaf is somewhat inferior to that of 1903 crop. It contains a smaller proportion ot wrappers and common tobacco, the medium grades largely predominating. The crop is deficient in body and color, but is thoroughly ripe and sweet.

Old Bright Belt, North Carolina.—The top prices reported from some of the markets in this part of the old belt are 2 to 3 cents higher than those quoted in the Virginia counties, but a weighted average will not exceed that given for the entire district. About 45 per cent of the crop of this district has been marketed up to December 20. Prices received so far have been about 25 to 30 per cent higher than for similar grades at the same time last year. The bulk of the 1904 crop consists of medium grades, there being a smaller proportion of real fine and real common tobaccos than last year. There are more smokers and cutters, but not as many wrappers as in 1903 crop.

New Belt, North Carolina —Prices quoted on the several markets in the counties of eastern North Carolina range from 7 to 10 cents per pound, a weighted average for the section being 8.5 cents. The prices received for the various grades are from 30 to 40 per cent higher than for similar grades at the same time last year. It is estimated that at least 65 per cent of the crop has been marketed up to December 20. Compared with the 1903 crop, the medium and fine grades are of rather better quality, but common grades are inferior.

New Belt, South Carolina.—About 90 per cent of the crop in this section had been marketed up to December 20, the estimated average price for the State being 8.2 cents per pound. Prices quoted on the several markets are from 50 to 75 per cent higher than those received for similar grades in 1903. Reports from counties in the eastern portion of this district indicate that the quality of the cured leaf is considered better than the 1903 crop; but taking the district as a whole, the prevailing opinion is that the crop is slightly inferior to that of last year.

6. Maryland and Eastern Ohio—Export.

On account of dry weather only about 9 per cent of the crop had been marketed up to December 20. Prices received for the few crops sold indicate an average farm price on December 1 of 6.4 cents for the district. In the Eastern Ohio counties producing tobacco of this type prices range from 5 to 6 cents per pound, or about the same as in 1903; but the quality is somewhat better this year.

7. Louisiana.

Perique.—As compared with the crops of 1903 produced in this district, no marked deviation either as to average price or quality of cured leaf is noted.

As an additional guide to a clear understanding of the condition of the crop, the following table shows, by types, the average farm price on December 1 in cents per pound and the estimated percentage of the tobacco crop of 1904 which had been marketed up to Dec. 20:

Types.	Average Price per lb. Cents.	Marketed to Dec. 20 Per Ct.
I. Cigar Types.		
New England	21.6	15
New York	10.0	0
Pennsylvania	8.9	10
Ohio—Miami Valley	7.5	0
Wisconsin	7.8	0
Georgia and Florida	28.8	70
II. Chewing, Smoking, Snuff & Export Types.		
Burley District	9.1	3
Dark Districts—Kentucky and Tennessee:		
Paducah, or Western Dist.	4.8	5
Stemming District	4.1	0
Upper Green River Dist.	4.8	15
Upper Cumberland Dist.	4.7	20
Clarksville & Hopkinsville	5 8	7
Virginia Sun Cured	7.4	35
Virginia Dark	6.1	15
Bright Yellow:		
Old Belt—Va. & N. C.	8.6	40
New Belt—E. N.C. & S.C.	8.4	84
Maryland & E. Ohio Export	6.4	9
Perique—Louisiana	21.5	50

—Preparations are being made to remove the Henderson Tobacco Extract Works from Henderson, Ky., to Clarksville, Tenn. G. F. Gloystein is general manager.

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HIGH GRADE and MEDIUM
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MANUFACTURER OF Successor to J. Neff
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ROBESONIA, PA.

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WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
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Manufacturer of
LA ADELPHIA, 5-Cent
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T. M. KILDOW CIGAR CO.
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Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

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Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

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"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

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put up in 80th packages only, and a ready seller everywhere.

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DO NOT EXPERIMENT WITH OTHERS.

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We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The Crafts Brothers finished stripping in October and did not deliver it to the assorting shop until about December 21, and as it laid in one tier of bundles high until the first of December before it was piled up, they probably lost 500 lbs by having the tobacco dry off, and their bank account is smaller by $80. In my estimation, the men who bought the crop hurried them in the taking down, as they wanted the tobacco for their shop. Had this tobacco been piled up one month earlier, covered well top and ends with corn stalks and weighted down a little, the crop would have weighed about 9 tons to the 10 acres.

Our correspondents write:

East Whately, Mass.: "I have to report the sale of one crop of tobacco or part of the crop, the balance, 6 acres, still hanging, 10 acres assorted and packed, raised by Lyman A. Crafts. for 21c, to J. Kieley, of Hatfield, for Lichstenstene & Co.

Conway, Mass., Dec. 19: "Everything in the tobacco line is very dull here; no damp, no buyers. So that all we have to do is to wait patiently. I hope the growers will keep a stiff upper lip and have their tobacco assorted and not give their tobacco away when it is as good a crop as it is this year."

Conway, Mass., Dec. 26.: "C. F. Allis and A. G. Patterson sold at 13c, W. R. Batchelder and A. R. Cranson at 14c in bundle, about 8 acres in all. Very little tobacco has been taken down here, Dec. 22, 23, as it did not get damp."—American Cultivator.

EDGERTON, WIS.

The holiday week seldom brings much news in tobacco circles and the present season is no exception to the rule. Conditions have been improved amazingly by casing weather of sufficient duration to put the hanging tobacco into suitable case for removing from the sheds and the delayed work of stripping can now go forward. It is believed the greater portion of the crop has been taken down and busy times are now predicted throughout the tobacco sections of the State. Old leaf continues to be moved out of first hands though the late storms have curtailed riding somewhat during the week. The demand for low grade goods remains strong and dealers are enjoying a liberal trade from an export quarter as well as from the stogy manufacturers. An occasional lot of binder goods finds a more remunerative market, but the bulk of transactions are among cheaper lines. W. T. Pomeroy & Co. report the sale of a 100cs lot and our Janesville correspondent tells of a liberal movement in tha market.

Shipments, 200cs.—Reporter.

DANVILLE BREAKS RECORD.

Tobacco Sales in December Much More than Same Month Last Year.

Danville, Va., Dec. 31.

The sales recorded in this market, the largest in the world, during December, were enormous and a week ago had already shown an increase of more than 2,000,000 pounds over sales in December, 1903. The farmers also received nearly $200,000 more this month than during the same period last year.

The report of E. G. Moseley, president of the Tobacco Association, is very gratifying to the local trade and shows much increase in the whole year. The following figures are included in the report:

Total amount sold in December, 1904, 5,148,186 pounds, for $435,364.72; sales for December, 1903, 3,360,246, for $252,034.59; increase for December, 1904, 1,787,940, for $183,330.13. Sales for four months in 1904, 14,477,807, for $1,221,481.99; sales for four months in 1903, 11,102,216, for $730,577.18; increase for 1904, 3,375,591, for $499,904.81.

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778,211 Band; George Arents, Jr., assignor to American Cigar Co., New York City.

778,212 Band; George Arents, Jr., assignor to American Cigar Co., New York City.

778,444 Electric cigar lighter; Wm. P. Carstarphen, Jr., Denver, Colo.

778,362 Tobacco stemming and booking machine; Parrick J. Hart, Mendota, Illinois.

778,373 Apparatus for preparing cigarette mouth pieces; Joseph and L. Przedecki, Breslau, Germany.

778,274 Cigarette; Joseph and L. Przedecki, Breslau, Germany.

778,817 Tobacco pipe; Harry Willis, Des Moines, Ia.

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OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

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A. KAUFFMAN & BRO.

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Made in Six Sizes. Go to the Trade at $35 per 1000.

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All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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CUBAN STOGIES
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Light Connecticut Wrappers and Seconds
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Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported Sumatra and Havana
Red Lion, Pa.

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"CHICO"
KING of 5c. CIGARS
AGAIN ON THE MARKET.
Our famous **"SMOKE-IT"** Cheroots are selling faster than ever before.
Philadelphia.

Business Changes, Fires, Etc.

Illinois

Bloomington—John Thennes, chattel mtge., $1,310.

Indiana

Rochester—Rochester Cigar Co., (not inc.) succeeded by R. K. Gilliland.

Kentucky

Louisville—Axton-Fisher Tobacco Co., incorporated, capital, $64,000—Wolf & Langbeck, cigar manufacturers, publish dissolution notice.

Michigan

Detroit—S. Beaneattie, cigar manufacturer, judgt., $485.

Grand Rapids—Chas. Reichert, wholesale leaf tobacco Co., trust chtl. mtge., $1, etc.

New York

Yonkers—M. A. Bleich, cigars and tobacco, bill of sale, $250.

Ohio

Findlay—H. Johnson, cigars, etc., deed, $4,000.

Toledo—Henry Peiter, cigar manufacturer, deed, $1,600.

Pennsylvania

Philadelphia—Doddy, Jourdan & Co., cigar manufacturers, adjudged bankrupts.

Scranton—Garney, Brown & Co., cigar manufacturers, deeds, R. E., $6,000.

Vermont

Burlington—S. J. Ploof & Co., jobber of cigars, sold out.

Washington

Seattle—R. R. Young, cigars and tobacco, chtl. mtge., $300.

Tacoma—Pellegrine & Co., cigars, etc., succeeded by Finazzi & Co.

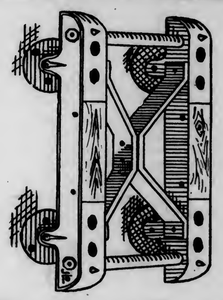
Wisconsin

Ashland—C. A. Driese, cigar manufacturer, dead.

Janesville—M. H. Knox, cigars, warranty deed, $2,200.

Madison—Wisconsin Cigar Co., manufacturers and wholesale dealers, increased capital to $25,000.

Superior—Henry Puls, cigar manufacturer, chtl. mtge., $1,400.



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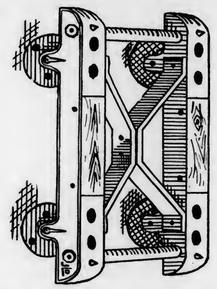

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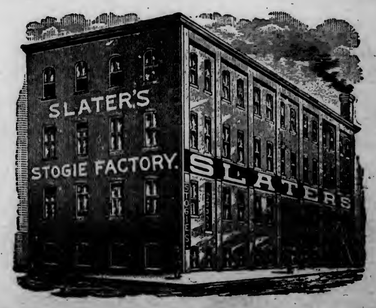

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The internal revenue collections for the calendar year 1904 aggregate $2,324,832,93, a decrease of $21,505 06, compared with 1903. This decrease is chiefly accounted for by the diminished production of cigars, the output of which decreased immensely, while the revenue therefrom fell off $167,759.21 cents during the year. The production of cigarettes and the revenue derived therefrom increased $34 476 43, while the revenue derived from manufactured tobacco in its various forms, other than cigarettes, cigars and cheroots, increased $66,453.73.

But for the falling off in the cigar output the revenue receipts would have shown an immense increase. The small production of cigars is probably attributable to a transfer of much of this branch of the manufacturing trade to other points, under the new plan of operation put into effect by the operating company. The output of leaf tobacco alone increased 1,107,562 pounds.

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Quantity and Value of Imports of Foreign and Chinese Tobacco at Hangchau, China, in 1901, 1902 and 1903.

Kind.	1901. Quantity.	1901. Value.	1902 Quantity.	1902 Value.	1903. Quantity.	1903. Value.
Foreign	Pounds.		Pounds.		Pounds.	
Stalk	30,667	$302	26,000	$398		
Prepared	4 400	393				
Cigars & Cigarettes		10,523		10,991		10,310
Total		11,218		11,389		10,310
Chinese						
Leaf	1,560,606	98,388	766,000	48,255	426,534	21,275
Prepared	2,076,667	185,340	2,015,467	179,853	1,979,408	252,811
Stalk	484,800	4,972	472.667	5,183	472,267	5,075
Total	4,122,073	288,700	3,254,134	233,291	2,878,299	279,161

"These figures, of course, cover only the trade of this port and the country tributary to it. It must also be remembered in this connection that the differences between the customs and likin systems offer opportunities for deductions which are not really warranted. However, it is probable that one or two facts may be taken from the figures for these years as pretty thoroughly established. The decrease in the total weight of tobacco brought to this port from other portions of the empire, while the value of the amount thus brought in remains about the same, indicates a decided bettering in the quality of the Chinese tobacco purchased. The average price of the gross amount imported in 1901 was a fraction over 7 cents per pound; in 1902 it was 7.1 cents per pound, and the average price in 1903 was 9.7 cents per pound. The fact that the amount of stalk tobacco bought in the three years remains about the same, and at about the same price, may reasonably be taken as indicating the decided change in the tobacco trade.

"It will be noticed that the figures on the importation of foreign tobacco do not promise much for American tobacco interests. This, however, is not to be taken as indicating too much. The importation of foreign stalk and prepared tobacco has ceased altogether. Generally speaking, the figures and other facts indicate that the Chinese are commencing to improve their grades of tobacco and their methods of handling it. The cigarette factory at Shanghai, now owned very largely by Americans, has much to do with the change. This enterprise is likely to have large influence on the tobacco business in China. At present it is using American tobacco to a great extent, but expert American tobacco men are here with the purpose of adapting Chinese tobacco to its use by treatment of the leaf to remove some of the rank qualities. The change which is likely to come in a short time will be important. The concern which controls the foreign tobacco trade in China (the British-American Tobacco Company) last year imported about $4,000,000 Mexican (about $1,850,000 gold) worth of tobacco and tobacco goods. Some of this came from Japan, probably about $100,000 worth gold, but most of it came from the United States. Now that the Japanese Government has taken over the tobacco business in Japan as a monopoly, the importation from that country into China for the time being has practically stopped.

"The supplanting of the American product by native tobacco, therefore, will cut into the trade of the United States more than it will into that of any other nation. The immense increase in the use of the better grades of tobacco in China, however, is likely to relieve the situation to a great extent. Possibly this increase and the increased buying power of the Chinese generally will result in a considerable increase in the use of American goods in spite of the proportionate loss. The importation of cigars and high grade tobaccos from the Philippines into the parts of China frequented by foreigners is satisfactory in volume and constantly increasing. It can be further increased by reasonable effort. When once the Chinese are able to buy

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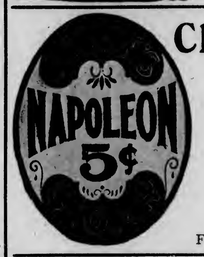

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and PACKERS of

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Packers and Dealers in Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

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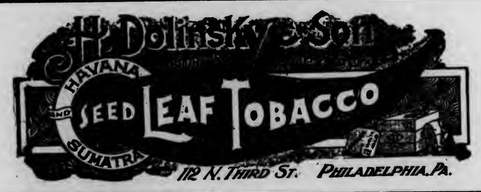

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306 North Third St., Phila.

GEO. BURGHARD

Importer of

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238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

IMPORTERS of

Young & Newman, *Sumatra & Havana* Y&N

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The Old Salesman's Musings.

IF YOU'VE GOT A STORE, TEND IT.

I know at least three stores that were sold for almost nothing last month, because the proprietors did not personally look after them. They were good locations and had always had the reputation of being prosperous stands. In each case the sums paid were surprisingly small.

Last month wasn't an exception, either. There are such cases every month in the year, and will continue to be as long as a man thinks he can add to his income by simply buying a cigar store and allowing a few clerks to run it.

This is what these men did, and they're sick enough over it, now.

To an outsider, a cigar store looks like a gilt edged proposition anyway you take it. Like the saloon keeper, the usual piker thinks that the only requisite is a little money at the start off, and the ability to count the bunches of it that come in afterward.

Oh, foolish!

The man who gets rich out of a retail cigar business deserves every dollar he's got in bank. The big ones are playing them closer every year, now, and it takes a genius to keep his balance swelling.

Every once in a while you hear of a ball player, a prize fighter or some other gent in the kindly public eye buying a cigar store and settling down. It usually isn't long before he's settling up, unless he's got a partner who is really a business man, and then it isn't the ball player's business at all. A lot of callow youths buy their Sweet Caporals at this store for the sake of getting an occasional word from the fielder or pitcher, but that's all the extra trade that comes in on the deal.

But about these three stores that were sold. The circumstances were similar in all three cases. The men who owned the stores were engaged in some other business and weren't able to get around very often. They hired an experienced manager and left all the details to him. Well, during the last few months of the year, the retail business has not been on the boom, exactly, and receipts grew less and less. The other businesses demanded more and more time and attention, and it got so that not one of these three men, really knew what was going on in his store.

At last they were running at a loss, and managed to dig up a buyer somewhere, mighty glad to get the white elephants off their hands.

But the manager game is all right, you say. Lots of stores are being run that way. Perhaps so. But if you'll check up a little, you'll discover that quite a number of these managers have an interest in the business, or else they're plugging the game along for what they expect to get out of it later. How many cases can you think of right now, of managers who finally opened stores of their own, and took their trade along with them?

What protection has the proprietor who doesn't clerk, against that? If the manager by hard work builds up a personal trade, he feels that he has a right to keep it, when he secures an opportunity to better himself.

But, suppose he hasn't any interest in the firm, has no hope of getting a business of his own, and his sole interest is in seeing that he gets his salary every Saturday. This salary is in very few cases enormous, and the manager simply bosses his clerk and floats along.

Why, I know of one such case right here in Philadelphia. One of these managers was making enough out of his job to dress fairly well, and occasionally buy a chorus girl a meal. The proprietor was out of town a good deal and sometimes didn't get around for two or three weeks at a time. The manager was a wife's nephew or some such thing.

After a while the manager began to buy the chorus girl two meals and soon had to knock down a little to do it. Then he found it hard to get down in the mornings at all early. The clerks were a wise lot and he had to fire two because they developed a tendency to shoot off their mouths whenever he had occasion to call them down.

He hired a couple of new clerks, and as the store was not in the real proprietor's name, started by allowing them to believe that he, himself, owned the establishment. It was a good game while it lasted. The boss was in Europe for a month, but he finally came back, as all things will

He stopped in his store one morning about 10 o'clock. The clerks were strange, but he didn't wonder much about it. The manager wasn't in. The proprietor asked for a ten cent cigar. He is a man who spends less money on his clothes than anything else about him, and he was on his way to get shaved.

One of the clerk, said "Yes sir, in a minute," and continued an account of his experience with a girl he picked up the night before. The proprietor drummed on the counter for a minute and then said sharply:

"Where's Mr.——?"

"Oh, he never gets down this early," was the answer. "What do you want to see him about!"

"That doesn't concern you, young man," responded the proprietor who was beginning to get a little hot.

"Well, cheer up old sport; the worst is yet to come," said the clerk, merrily, and with considerable more truth than he suspected. "I'll give you a straight tip, though, if you're a collector you'd better chase yourself around the block till this afternoon. The boss always starts the day with a fierce grouch."

By this time a number of sentences appropriate to the occasion were seething around in the outraged proprietor's brain but he was spared a selection by the arrival of his manager. That gentleman's eyes resembled nothing so much as the marks made by a cigarette when laid carelessly on a blanket and he was accompanied by an overpowering odor of peppermint, calamus, sen-sen and brown taste.

His overworked nerves gave a sickening leap when he saw the customer, and in his agitation he tipped his hat, said "why" twice, "you" once, and then "why" again.

The proprietor contented himself by merely remarking: "Ya a-s!" and, to cut a painful episode short, the two clerks went—quick, and the manager lasted until Saturday night. The man tended shop himself with the aid of one clerk for two weeks, and although firmly convinced that he had what could soon be made a paying proposition, was compelled to sell out because he hadn't the time to give to it, and was afraid to risk any more managers.

And you can use your own judgment in copping out the moral.

THE OLD SALESMAN.

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar.

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

CIGAR MACHINES BENEFIT THE DEALER.

WHAT a tremendous difference a slot machine makes to a store that has regular customers and does not have to depend largely upon transient trade. As a well known Philadelphia manufacturer declared in a recent article in the Tobacco World, there was a very noticeable difference in the size of orders which retailers gave the factories immediately after all the slot machines were forced out hy the authorities.

There is probably no man on earth who has not the instinct of gambling in some degree at least, and as the cigar machine presents an opportunity of gratifying it in the most harmless way, hundreds of men take a chance in this way who would not think of throwing dice. There are plenty of towns where slot machines are permitted or overlooked now, and they are operated in a quiet way in certain Philadelphia stores. Wherever they appear the dealer will tell you that they have made a difference in his sales. If they hadn't he wouldn't have them in, particularly in Philadelphia where he has to take a chance.

The machine which seems to be the most popular is the one which throws poker hands. This beats out the dice cup machine, probably for the reason that the average man would rather handle a poker deck than a dice cup. With some of the machines the player drops a nickel in the slot and is sure of one cigar, standing to win as many as twenty-five with a Royal flush. This is considered less of a gamble than the machine which is fed with pennies and pays cigars for high throws only

Dealers are of different minds as to which of these two varieties is the most lucrative, inasmuch as, while he of course disposes of more cigars on the nickel proposition, he frequently gets caught for a lot of big winnings all at once which he has to stand himself. On the other hand the penny play is made against long chances and the dealer gets a big percentage of the gross receipts. Frequently, two or three customers will throw cold hands on the machine simply to make side bets and out of two or three hundred pennies the dealer may not be required to pay more than a half dozen cigars.

Then there are machines in which the insertion of a cent or nickel, whichever it may be, will set a couple of dice cups turning until they finally make a throw. Besides these there are machines in which the coin percolates through a lot of pins to a chance destination, bicycle machines in which the hind wheel makes the run and numerous other devices, in all of which the dealer has the best percentage of chance whether the machine is "fixed" or not.

The chief value to the dealer of the machine, however, lies in its stimulation of trade. The man who plays it once and loses is almost sure to try again and if he wins, he'll play once or twice more for the looks of the thing, or else to push his luck while he has it. When he "wins big" he usually treats everyone in the store and as a result needs cigars again just as quickly.

Moreover it is quite possible to develop a cigar machine habit which will be quite as binding as a gambling habit in any other form. Some time ago there was a certain little cigar store in a town about twenty miles from Philadelphia. The stock wasn t large, the store was miserably shabby and the most ornamental article in the place was a handsome, nickel plated slot machine. This was of the poker hand variety, and some of the customers had to be taught the value of the hands.

In about two days there was a regular crowd around that machine during every noon hour and immediately after supper until ten or eleven at night. And every son-of-a-gun who could, would break away once or twice during working hours to take a chance. The business done by the store was out of all proportion to any normal expectation and one or two other stores soon got machines in.

The average salary of the customers was not high, say $15, and it is no exaggeration to say that for two months, an average of one third of his salary was left by each man. And it got worse instead of better until a few men got positively feverish over it, and their wives made so much talk over having nothing fit to eat on the table, that the ministers took the matter up and there was a great time.

The dealers had to throw their machines out and the first one lost considerable of his regular custom, because many customers when they came back to earth started to save money or else were ashamed to go into the store again.

That's only one case and it's literally true. So it is easy to realize the great difference which the machines make to the dealer in whose customers there is any sporting blood.

• • •

A RETAILER should remember that he spends nearly half his lifetime in his store and for that reason should make it as attractive as his home.

DISPLAY MADE BY B. LIPSCHUTZ AT TOBACCO SHOW.

A TASTEFUL display of well known brands of cigars and little cigars was made at the Tobacco Show by B. Lipschutz, of 44 North Twelfth street, Philadelphia. The manufacturer's popular "44" 5 cent brand came in for much admiring attention as well as "The Bride," label in cigars and little cigars. The Lipschutz booth was made unique by a novel feature in the shape of "Phroso," the automatic man, which can be seen at the right of the picture. Phroso created much merriment during the week and attracted everyone's attention to Mr. Lipschutz's pleasing exhibit.

WINDOW DISPLAYS SHOW TOO MUCH DETAIL.

FROM a cursory sizing-up of the general run of displays in cigar store windows there seem to be two particular faults which occur most frequently. One, a carelessness and indifference on the part of the dealer which is rewarded by a dead, stale, absolutely unattractive appearance of the window, and the other an over-elaborateness which is apt to defeat its own purpose.

The objects of a window display are, first and primarily, to tell the passerby whether the store sells cigars or leather goods or is a drug store, and secondly, to present a portion of the stock in a way which at once causes the passer by to feel a desire to make a purchase.

It is not easy to see how this second object can be accomplished by a window which is loaded up to the gunwales with samples of everything in stock. There might follow an abstract desire to have some of the things, on the part of anyone who idly stopped to look in, but there would be no immediate, concrete longing for a certain article which, eight times out of ten, leads the consumer into the store.

During the holidays, a Market street store gave over a whole window, and a large window at that, to one brand of cigars. The window was draped in green and decorated with a little evergreen and holly, and in the centre, resting on a large piece of draped velvet were two or three boxes of this cigar in its principal sizes. The cigar is lucky enough to have a striking package, and the simplicity of the thing was tremendously effective. Walking by, one stopped short and thought how very inviting the cigars looked. That was worth ever so much more than a window full of heaped up junk, on the same principle that wise advertisers will insist on as much white space as there is ink and will stick to one thought.

Here is a suggestion for a window which should by used by a dealer who is intending to push one brand of cigars for a while at the expense of other brands.

If your window is roomy enough, get two or three dozen empty boxes of othe brands. It is better to select brands for this purpose which you are not handling yourself, or which are not particularly well known. Pile the boxes up in a pyramid heap, as if done carelessly. The more battered and old the boxes are, the better the effect.

At the front of the window, and directly in front of this nondescript heap, set a box of the brand to be advertised, on a handsome stand. The box should be open and the label and cigars showing and on it should be a neat card, reading:

THIS IS THE CIGAR THAT HAS SUPPLANTED THEM ALL.

Naturally, as was stated, this must be at the expense of other brands, but frequently dealers are in a position where they are willing to do this, particularly if it is their own brand, and if they can do it without knocking any other particular cigar or cigars that they have in stock, the effect will be striking and will be sure to bring results.

LET US DEMONSTRATE
HOW YOU CAN MAKE MORE MONEY

The success of any retail business is largely dependent upon the clerks.

A NATIONAL indicates which clerks are careful and efficient.

Good clerks make satisfied customers, which mean more profits and a bigger bank account.

A NATIONAL makes good clerks.

CUT OFF HERE AND MAIL TO US TODAY

I own a _____ store.
Please explain to me what kind of a register is best suited for my business.
This does not obligate me to buy.

National Cash Register Co.
DAYTON - - OHIO
TOBACCO WORLD

Name
Address
No. Clerks

DANGER THAT CHINA WILL USE NATIVE TOBACCO

(Concluded from page 3.)

American tobacco products they will probably furnish a steady demand for them, but until their purchasing power is materially increased the demand will be for the low grade goods at the cheapest price possible.

"As stated heretofore, the officials of the several provinces are alive to the need of saving as much of the tobacco trade to China as possible, and are giving every encouragement practical to Chinese farmers who raise the tobacco plants. Chinese farmers have a number of advantages in this connection. In line with their usual intensive methods of culture, they are accustomed to plant tobacco in their mulberry groves. The stripping of the leaves from the trees for the silk worms gives the tobacco plants the light they need when they need it, and later the shade of the trees affords them protection when it is required. All Chinese culture is intensive and the tobacco plants are treated with the fertilizers peculiar to China.

"The tobacco grown is rank in quality and would be rated very low in American markets, but it supplies the Chinese consumer with a product within his reach financially, and this is the chief thing to be regarded in the tobacco or any other trade in the far East. Methods of treatment of the tobacco plant are crude and are not such as to improve the product. The vast bulk of the prepared tobacco is fine cut, made by pressing a quantity of the tobacco leaves together and planing off the edges with a tool much like a carpenter's plane. The use of cigarettes is increasing.

"The amount of tobacco used in China is enormous. Most of it is produced by the consumers or in the immediate vicinity of where it is consumed, and does not get into the trade reports at all. The foreign tobacco trade has scarcely scratched the surface of the field. Whether the improvement in the Chinese methods of cultivating and caring for tobacco plants and products will eventually shut out the cheaper grades of goods from abroad remains to be seen, but at present the indications are that American manufacturers must handle the situation in China promptly and with tact if they are to hold the market they have and to obtain the market they ought to have."

PATENTS RELATING to TOBACCO, Etc.

779,348 Match box; Edward C. Carris, Washington, Ia.

778,953 Match making machine; Joseph C. Donnelly, Philadelphia, Pa.

779,368 Cigar bunch shaping machine; Joseph D. Lacroix, New Orleans, La.

779,095 Tobacco cutter and pipe filler; Austin McInnis, Northam, Canada.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

BLACK THREADS
Long Cut
The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.
The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING
Fountain Sprayer for misting fillers - - - - $4.00
Simplicity Automatic Sprayer 7.50
Little Climax Tobacco Pump 10.00
Progress Jr. Spraying Machine 16.50
Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

ANOTHER DULL WEEK, BUT BUYERS ARE EXPECTED.

Prices in Havana Market are Firm for Good Grades, and if Crop is Not Badly Damaged There Will Be No Retrograde Movement.

[Special Correspondence of The Tobacco World.]

HAVANA, January 2, 1905.

Another dull week must be chronicled in the Havana market owing to the very limited number of northern buyers in town, but everybody seems to look forward hopefully to an excellent business to be done this month, as a crowd of purchasers from the United States is expected to arrive here.

Prices are held firmly for all fine growths, and there appears no prospect of any retrograde movement, particularly if the report of damages to this year's crop is only to a limited extent true.

It is the custom among the Spanish dealers to close their books by the end of March or April, by which time preparation for the packing season in the Vuelta Abajo and Partido section usually begins, but your correspondent is now busy compiling figures to show the receipts and sales of the 1904 crop and the balance resulting therefrom, and at the same time taking the approximate actual stocks on hand in the different warehouses, thus proving the correctness or errors which might have occurred during the past twelve months.

Sales

amounted to 3,269 bales in all, or divided into 2,204 of Vuelta Abajo, 135 of Partido, and 930 of Remedios. American buyers purchased 2,080 bales, for Europe 205 were acquired, and the local cigar and cigarette manufacturers took 984 bales.

Buyers Come and Go.

Arrivals:—Frank Dominguez, of E. A. Calves & Co., Philadelphia; Facundo Arguelles, of Arguelles, Lopez & Bros., Tampa; Rafael Alvarez, representative of the Viuda de Joser Gener, at New York; C. S. Egerton, of Egerton & Joel, Boston.

Departures:—Wm. Beitz and A. Fromherz, for Chicago. To leave on the 3d: Leopold Loeb and Arturo Loeb, for Philadelphia; Jose M. Cayro, Key West; Rafael Alvarez, New York; Celestino Vega, Chicago.

Havana Cigar Manufacturers

have closed the old year tolerably well, as contrary to the usual custom of having nearly a whole month, from December 15th to January 15th, barren of any orders to speak of, the demand this season has kept up during the entire month of December, particularly in the larger independent factories.

The trust is having its troubles with its salaried employes, who are universally opposing the innovation of having to sign a contract whereby they can not claim any more salary than for the actual working time, and that they can be dismissed at any moment, without the right to receive the full wages up to the end of the month and one month extra besides. The Spanish commercial code, which is still ruling here, states distinctly that any employer who discharges his help during the middle of the month is obliged to pay the discharged party one and one-half months' wages.

This rule has been in force here for years, and the framers of the commercial code undoubtedly had it in mind to prevent these classes from becoming paupers, or being thrown upon the street. None of the independent manufacturers have complained about its being a hardship to them; neither would they let their help suffer if they were unable to keep them busy all the time. If the trust, for the sake of economy and in order to do a large business, is obliged to institute such an oppressive measure with their employes, it will become less liked by the working people than it is at present.

H. Upmann & Co. continue very busy and shipped last week 50,000 cigars to all markets.

Cifuentes, Fernandez & Co. have enough orders on hand to keep their Partagas factory running as lively as now through January and February.

Rabell, Costa, Vales & Co. are active in their Ramon Allones and Cruz Roja factory, and all their brands continue to be called for in good round numbers. La Eminencia cigarettes, made by J. Vales & Co., stand at the top of the list, and are the most popular ones.

Behrens & Co. closed a very successful and satisfactory business for the year, and the prospects for this year are very promising indeed.

J. F. Rocha had a small strike in their factory, because the union of cigarmakers insisted upon their re-employing bad rollers which they had discharged for incompetency. This is surely an imposition, and upon sober reflection the union must back down from a standpoint which it cannot maintain.

Enrique Dorado & Co. are fairly busy for all markets shipping El Rico Habana cigars.

Remigio Lopez y Hno. have finished moving their factory to 113 San Miguel street, and will start in filling the orders on hand for La mas Fermosa and Magnetica de Cuba.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana; Cuba**

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of **Leaf Tobacco**
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ORELEVA. *Habana*

Royal Cigar Factory
INDEPENDENT

The Oldest Brand — The Best Cigars

Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26. **Habana, Cuba.**

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS.
Monte 156, Cable—"CALDA." *HABANA, CUBA.*

Buying, Selling and Other Notes of Interest.

A. Fromherz, of the Fromherz, Berlizheimer Co., Chicago, purchased 500 bales of Vuelta Abajo, among which was the famous vega "La Llanada" of San Luis, so they ought to turn out a superior cigar.

Antonio Suarez closed the last week o 1904 by making a transaction of 800 bales of Vuelta Abajo to a local factory.

Leopold and Arturo Loeb, who leave to morrow for their Philadelphia home, have done some good business, but are expected to return here by the end of this month. The Loeb-Nunez Havana Co. sold 375 bales of Remedios.

Sobrinos de A. Gonzalez shipped from their previous purchases for the Spanish Regie 3,740 bales per German steamer Prinz Joachim to Santander, Spain, and they sold 400 bales of Vuelta Abajo from their stocks.

Frank Dominguez is again in town trying to replenish the holdings of E. A. Calves & Co., Philadelphia, and has started right in making some purchases.

Jose F. Rocha disposed of 200 bales of Vuelta Abajo.

Facundo Arguelles also paid another visit to Havana, as their factory at Tampa is turning out goods faster than Arguelles, Lopez & Bros. expected to do, and he has already secured some 400 bales of choice Vuelta Abajo.

A. M. Calzada turned over 125 bales of Vuelta Abajo and Partido to one of their northern customers.

Mendelsohn, Bornemann & Co. closed a very satisfactory year, having exceeded the 12,000-bale mark of purchases for their customers.

Gonzalez, Benites & Co. sold 125 bales of Vuelta Abajo and Remedios.

Sol Hamburger is as usual going very carefully over the market in picking out only such lots as Hamburger Bros. & Co. can quickly dispose of, and he has already made some good-sized purchases.

Grau, Planas & Co. disposed of 120 bales of their Remedios holdings.

Sobrinos de V. Diaz turned over 80 bales of Remedios.

Joaquin Hedesa closed out 60 bales of Partido, but has a very fine stock of Artemisa wrappers and caperos still for sale.

Rabell, Costa & Co. were sellers only to the extent of 59 bales of Vuelta Abajo.

Vicente Pazos has just returned from a trip to the Vuelta Abajo, and while it is too early yet, still he believes in making his arrangements for the coming packing season so he can start in immediately the season opens up in May or June. A. Pazos & Co. sold 50 bales of Vuelta Abajo to a local factory.

Garcia & Co. closed a very satisfactory and successful year, and will be heard from in 1905.

Jose Santalla died here last Wednesday, and was buried last Friday morning. He was an old-timer in the leaf tobacco business, of the well-known firm of Santalla, Eschevarria & Co., and later Santalla & Co., although for the last two years he had virtually retired from business. He was the ex-president of the Centro Gallego, and a man universally liked and esteemed. The funeral was attended by at least 300 people, and the hearse was drawn by eight horses. Two hearses were required to carry all the wreaths of flowers.

Receipts From the Country

	Week Ending Dec. 31. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,872	243,031
Semi Vuelta	138	22,402
Partido	493	58,085
Matanzas	—	334
S. Clara & Remedios	949	85,512
Santiago de Cuba	—	657
Total	3,452	410,021

HAVANA CROP IN 1904.

Consul General Steinhart Tells What Was Done With It.

Washington, D. C., Jan. 7.

United States Consul General Steinhart, at Havana, has made the following interesting report of the Cuban tobacco crop of 1904 to the Department of Commerce and Labor:

The tobacco crop in the past year was good in both quality and quantity, and may be safely valued at over $30,000,000 The exports during 1903 were valued at $26,046,431, against $25,400,000 in the previous year. The exports of leaf tobacco in 1904 exceeded those of the previous year by $600,000. The total exports of leaf tobacco amounted to 40,977,946 pounds, valued at $13,245,187, 24,128,430 pounds of which, valued at $9,931,802, went to the United States, and 10,306,574 pounds, valued at $1,921,079, to Germany, the next largest purchaser.

Tobacco stems, which are used in the manufacture of snuff, etc., were exported to the amount of 598,178 pounds, valued at $9,959, principallv to the United States, Argentina and Germany.

Cigars exported numbered 205,244,298, valued at $12,302,969, of which 45,769,422, valued at $2,888,111, went to the United States; 28,388,074, valued at $1,968,395, went to Germany, and 92,559,817, valued at $5,197,785, to England. Of cigarettes, 14,662,209 packages (each package containing about 14), valued at $404,173, were exported during the year. Of these 287,767 packages, valued at $7,055, went to the United States; 16,693,372 packages, valued at $49,070, to Dutch possessions; 1,323,127 packages, valued at $40,926, to British islands; 7,259,354 packages, valued at $191,854, to Columbia, and 586,002 packages, valued at $17,632, to Germany. Much of the remainder went to the Canary Islands. The export of cut tobacco amounted to 226,648 pounds, valued at $81,031, of which the United States received 75,205 pounds, valued at $23,583, and Columbia 57,283 pounds, valued at $21,201.

Tobacco seed to the value of $3,112 was exported to the United States.

The principal shippers of leaf and manufactured tobacco in Havana are as follows: Havana Tobacco Company, Cuban Land and Leaf Tobacco Company, G. Arostegui, Jose Suarez & Co., Luis Marx, Calixto Lopez & Co., H. Upmann & Co., G. Solomon & Co., Bridat Montros & Co., Federico Bauriedel & Co., Leslie Pantin, S. L. Goldberg & Son, Leob-Creagh Havana Company, B. Baustista & Co., Garcia & Co., Antonio Suarez & Co., Loeb-Nunez & Co., E. A. Kline & Co., H. J. Bernheim, Cuban-American Company, J. F. Berndes, Mark A. Pollock, Mendelsohn, Bornemann & Co., Sidney Rothschild, J. G. Prendes.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. **Calzada de la Reina 22, Habana, Cuba**

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
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GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of **LEAF TOBACCO**
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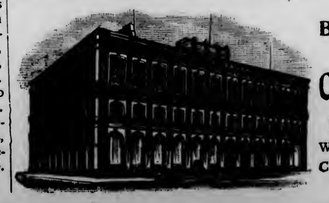
EDEN CIGAR FACTORY



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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

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NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRR."
Joseph Hirsch & Son
J. L. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, Jan. 10.

Last week's storm, which effectually blocked traffic, kept the more fortunate ones indoors and paralyzed trade. The weather conditions were such that no one attempted to smoke on the street and retail tobacconists and cigar dealers found slim receipts in their cash drawers when they counted up every night.

This week opens up brighter, however, and the prospects of a better retail trade look encouraging. Of course the weather did not greatly effect the wholesale trade but many drummers have prolonged their New Year's holidays and will not start out on their districts for a week or two.

• • •

According to the United States Consul General, in Havana, Frank Steinhart, the total output of Havana cigars last year was to the value of $12,302,969, of which tidy sum $2,888,111 only were imported into the United States, chiefly through the New York Custom House. Comment is made in this city that while $2,888,111 worth of cigars came to the United States, England imported twice as many Havanas at double the price.

So far as domestic cigars are concerned there is a rapidly growing tendency to improve the grade and the "five center" is looked at askance both by maker, jobber, dealer and consumer, although their "day" may never go.

According to statistics the total output of cigars manufactured in the United States in 1903 was 6,886,647,455 and the total for the year just ended will fall a little short of that, the output for the eleven months ending with November being 6,484,174,150. While New York is a greater producer of domestic cigars than Florida the total output in 1904 fell below that of the previous year, and various are the reasons assigned for the interesting if not encouraging fact.

More domestic cigarettes than ever are made in New York which in its output outstrips Louisiana and Virginia. The output of cigarettes in the United States for 1903 was 3,210,325,015 while for the eleven months of 1904 there were made no less than 3,584,654,161 with New York city a long way in the lead.

The total output of smoking and chewing tobacco in 1903 was 320,802,285 pounds and for the eleven months in 1904 303,381,469 pounds, a very favorable comparison say the New York traders.

• • •

Robert E. Lane, Thomas J. Donigan and Sidney J. Freeman, who were appointed a committee at the annual meeting of the Retail Cigar and Tobacco Dealers' Association to formulate plans for the contemplated Tobacco Exposition of the metropolis are all enthusiastic on the subject and promise some definite plans for publication next month.

At the annual meeting in question the following directors were selected for 1905: Messrs. Lane, Freeman, Donigan, Fred B. Aschner, James W. Geyer and Charles A. Hilkenbach.

The two latter represent 1,504 and 1,503 shares respectively, while the former gentlemen each represents 1,537 shares.

In his annual address President Donigan spoke of the splendid growth of trade and alluded at length to the removal of the import stamp and the evident disposition on the part of the independent firms and individuals to close up their ranks and pull together for mutual interests. He declared that in his opinion the high handed methods of the trust are no longer a menace and he fully believes that from now on, the independents will have a wider field and the best chance of success.

As delegates to the Chicago National Convention, the Association selected Messrs. Aschner, Donigan, Lane, Freeman and St. John.

The Association decided that hereafter the annual meetings shall be held on the third Tuesday in January instead of the first Tuesday as heretofore. This action was found necessary as it has been inconvenient if not impossible to get in all annual reports in the first week in January.

New York plug tobacco men are discussing with interest the removal of the Paul Brown Tobacco Works from St. Louis to Louisville, a move announced by R. K. Smith, the vice president of the American Tobacco Co., who was formerly resident director for the company in Kentucky. This change in the policy of the tobacco company is made in pursuance of a plan long contemplated and full details were given in The Tobacco World of two weeks ago.

• • •

On and since last Monday the Morton Trust Company has been exchanging definitive engraved securities for certificates of deposit for the 6 and 4 per cent bonds and the preferred and common stocks of the American Tobacco Company. Bonds are issued in coupon form of $1,000 each and in registered form in denominations of $50, $100, $500, $1,000, $5,000, $10,000, $50,000, and $100,000. The dividend of 1½ per cent declared by the American Tobacco Company on its 6 per cent preferred stock, payable to stockholders of record as of December 31 are also being distributed by the trust company.

• • •

B. S. Davis, R. Rodriguez and Mark Kalish have secured incoporation papers for B. S. Davis & Co., of New York, to deal in tobacco, with capital of $5,000.

• • •

Special Inspectors Hoadley and O'Neil visited the steamship Niagara on her arrival from Havana last week and seized 275 cigars which were secreted in the wainscotting of the forecastle, and which were of a variety which would be worth 15 or 20 cents apiece in the retail trade. The same inspectors seized 600 cigars on board the steamship Olinda from Cuba. These were done up in twenty-four packages and were secreted under the boilers of the vessel.

Another seizure of 400 cigars and 25 packages of cigarettes was made by officers from the Surveyor's office. The merchandise was found on the steamship Morro Castle, from Havana, and was in charge of the fireman. Each package contained 16 cigarettes.

• • •

Leaf tobacco men along Water street report a healthy activity despite the fact that most of the dealers and manufacturers are busily engaged taking inventories of stock, which for January are said to be unusually small.

In domestic stock the leaf in greatest demand is 1903 Pennsylvania broad leaf. For fillers there is a brisk demand for 1903 Zimmer Spanish and for binders 1903 Wisconsin Havana seed.

A few lots of 1904 Connecticut Havana seed have appeared on the market and have shown up handsomely but prices rule high. In Sumatra a fair business is doing with a prospect of increase.

• • •

The Convention of the Cigar Dealers' Association of America, now in session in Chicago, opened Monday and closes today (Wednesday). Robt. E. Lane, President of the Association, was unavoidably absent but sent an interesting annual report to be read before the convention.

E. W. May.

RESUME OF THE YEAR.

J. B. Moos, of Chicago, Sums Up 1904 in the Trade.

Chicago, Jan. 9, 1905.

J. B. Moos, of J. & B. Moos, one of the best known firms in this city, makes the following interesting general comment on the year in the trade:

"Despite the fears prevailing a year ago, that the year 1904 would be marked by a further decline in business activity, the cigar and tobacco trade has had a prosperous year. Manufacturers found a steady, improving demand, and at the close of the year they found great difficulty in filling their orders. Unionism in the cigar and tobacco industry has been on the decline, and although a strong effort has been made to get the 'closed shop,' but few factories of any importance are now operated under union regulations.

"The increasing prosperity of the country has had a marked effect on the growing demand for the better grades of cigars, and not only have the manufacturers of clear Havana cigars increased in number throughout the country, but the manufacturers of the leading well known brands have all largely increased their output. Another well-defined change has been the growing discrimination on the part of smokers of 5-cent cigars.

"The consumption of smoking and chewing tobacco has largely increased, and this increase has been chiefly on the old-established brands. Little success has been attained in the introduction of new lines.

"Owing to the increase in the cost of leaf, prices of smoking and chewing tobaccos were generally advanced about 10 per cent early in the year, and there have been no price changes of consequence since.

"The increased consumption of high-grade cigarettes is still a marked feature of the trade, and the granulated tobaccos used by the consumer for rolling cigarettes also show a decided increase.

"The cigar and tobacco trade has no reason to doubt continued prosperity in all its branches during the coming year."

GEO. R. GROSS & SON SELL OUT TO ROBT. L. FEE.

Geo. R. Gross & Son, one of the oldest cigar houses in Detroit, sold out last week to Robert L. Fee, and the business will henceforth be conducted at the same address, 209 Jefferson avenue, by the Robert L. Fee Company, which will devote its attention to the wholesale trade in the Southwest.

Geo. R. Gross & Son is well remembered by the older Detroiters, and at one time the firm occupied a high position in the local cigar trade. The Ives bank failure three years ago started the firm's financial difficulties, and the loss sustained at that time was never made up. Recently a chattel mortgage was placed on the company's stock to secure creditors, and yesterday negotiations were closed by Mr. Fee.

INCORPORATIONS.

The Walter Weaver Tobacco Co. has been incorporated with $15,000 capital.

The Axton-Fisher Tobacco Co., of Louisville, has been incorporated in Kentucky with a capital of $64,000.

Kenneth I. McKay, Edward Lynch and Henry L. Meyers have incorporated the Juan Cabanazon Cigar Co. with factories at Tampa.

The MacCardy Cigar Vending Machine Co., of Chicago, has been incorporated by F. E. MacCardy, C. E. Collins and F. S. Abraham, with a capital of $50,000.

The Urel Tobacco Company, of Gentryville, Ind., has been incorporated by William T. Urel, Leila O. Urel and Oakley H. Kellogg, with a capital of $10,000.

Incorporation articles were filed in the Department of Secretary of State by the S. E. Rice Tobacco Company, of Muhlenberg county, Tenn. It has $2,000 capital stock.

The Jamestown Cigar Co., of James town, N. Y., has been incorporated with a capital of $10,000 and the following directors: John F. Gustafson, Elmer W. Carlson and Axel F. S. Gustafson all of Jamestown.

Articles of incorporation have been filed for the Nicholas Kuhmen Cigar Co., of Davenport, Ia., with a capital stock of $50,000. The incorporators are Alex Anderson, F. M. Rhodes and Chris Neiff, who are also the officers of the company. It is also provided in the incorporation papers that the company shall have the privilege of taking over the present cigar firm of D. A. Anderson and F. M. Rhodes for the sum of $18,000, the payment to be made in stock in the new company.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
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Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
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Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. R. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

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RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

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IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

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Lancaster, Pa.

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High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

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Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

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Manufacturers of **CIGARS** & Dealers in
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Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Trade-Mark Register.

HAVANA NOODLES. 14,649
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 28, 1904, at 9 a m, by A. D. Engel, Philadelphia, Pa.

FOXY GEORGE 14,650
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 28, 1904, at 9 a m, by A. D. Engel, Philadelphia, Pa.

THE BIRSWAGER 14,651
For cigars. Registered Dec. 30, 1904, at 9 a m, by Samuel A. Sopher, Baltimore, Md.

PHONOGRAPH 14,652
For cigarettes. Registered Dec. 31, 1904, at 9 a m, by I. Moguleski, Philadelphia, Pa.

AMANCO 14,653
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Dec. 31, 1904, at 9 a m, by William Anthony, Hanover, Pa.

AMERICAN COUNTESS 14,654
For cigars. Registered Jan. 3, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

EPICUREAN 14,655
For cigars. Registered Jan. 3, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

WELCOMA 14,656
For cigars. Registered Jan. 5, 1905, at 9 a m, by J. L. Dimmig & Bro., East Greenville, Pa.

OSTRO 14,657
For cigars. Registered Jan. 5, 1905, at 9 a m, by J. L. Dimmig & Bro., East Greenville, Pa.

MYOWNO 14,658
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

LOS ANGELOS PERFECTO 14,659
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

VOLUNTEER ORGANIST 14,660
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

SEENO 14,661
For cigars. Registered Jan. 5, 1905, at 9 a m, by A. P. Snader, Ephrata, Pa.

WHITE HOUSE FAVORITE 14,662
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by I. M. Umstead, Phillipsburg, N. J.

O. K. P. 14,663
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by the Keystone Cheroot Co., Hanover, Pa.

186 (ONE HUNDRED AND EIGHTY-SIX) 14,664
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 6, 1905, at 9 a m, by the Keystone Cheroot Co., Hanover, Pa.

TOWN TRADE 14,665
For cigars. Registered Jan. 7, 1905, at 9 a m, by John L. Fritz, Reamstown, Pa.

SEARCHES.

Alhambra, Alcazar, Zembo, Rajah, Alleppo, Boumai, Lady Maud, Bohemia, D. A. M., The Old Fellow, El Claretta, Log Cabin, El Cabin, La Prosperity, Golden Gate Perfecto, Merchant of Venice, Opera Jewels, Seeko, Virginius, The Philadelphian, Chiclets, Spenders, El Brazil, Opera, Flor de Opera.

GOVERNMENT WANTS EXPERTS.

Tobacco Examiners for Service at Various Ports of Entry.

Tobacco experts in the East and Middle West will have a chance to work for Uncle Sam if they care to. The Treasury Department is having difficulty in getting expert tobacco examiners for service at the various ports of entry, and civil service examinations are being conducted without a great deal of success. The position pays $2,000 a year.

A week or so ago the Civil Service Commission certified the names of half a dozen men who had successfully passed the examination required of applicants for these places, but upon investigation Secretary Shaw learned that not one of them knew the difference between a hand stem of natural leaf and a package of fine cut. He, therefore, refused to place them on the roll. The Civil Service Commission will hold another examination in Chicago in a short time.

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Located on Main Line of Pennsylvania R. R.

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Growers and Packers of
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Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

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UNITED PHONES.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

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Lancaster, Pa.
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TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. McMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

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PHILADELPHIA, JAN. 11, 1905.

THE ANNUAL CONVENTION OF THE C. D. A. OF A.

The Cigar Dealers' Association of America has been in session in Chicago during the early part of this week, and the enthusiasm and importance of the gathering is significant of the progress of the independent movement throughout the country.

The national body is represented by a local in nearly every large city in the eastern half of the United States, and though the local association in Philadelphia has, for some reason not given, seen fit to remain outside the national association, it is working in the same cause and toward the same object.

The convention showed that the association is in a healthy, progressing condition, one which bids fair for its future accomplishments, but the address of President Robert E. Lane, which was read before the meeting and which is printed in full in another column, presented pertinent reasons why more has not been accomplished than actually has. Mr. Lane said:

> It is my opinion that we should depend upon ourselves even more than we have in the past; we are strong in numbers, influence and knowledge of our business, and should not lean on others and expect them to fight our battles, or even supply us with ammunition.

Later, he said:

> The interest relaxed in certain local branches is to be regretted, and while the officers should not be hastily blamed, they must to some extent be criticised, and must regard themselves as servants of the organization, and not as masters. I feel that the lack of frequent meetings is the main cause of apathy.

This last sentence is particularly a keynote. No dealer who has the right spirit can feel that the time he gives to his association is a sacrifice. Neither should he waste time in the belief that someone else will be glad to do what he is unwilling to do himself. As Mr. Lane puts it, "Unity should be the watchword impressed deeply upon the mind and heart of every member," and every member should make it a point to get out to every meeting, if only to swap cigars with the man he sits next to.

PLANT 'BACCY INSTEAD OF COTTON.

There are a lot of people who console the cotton grower who has managed to go broke on his industry, with the admonition to "go plant tobacco." There are several things readily to be thought of which are easier to cultivate with good returns than tobacco, but there are quite a number of instances on record where cotton soil has responded nobly to tobacco seed, and there may be something worth regarding in this oft-repeated tip, after all.

It must be remembered, however, that the Southern tobacco growers made a great clamor lately that they have been raising crops at a dead loss on account of a monopoly in the buying. The same sort of a complaint has come from out Wisconsin way, and the Pennsylvania crop went considerably to the bad this year, so that the farmers wont be able to pay off very many mortgages. Like wise, the Connecticut farmers were in the dumps a year ago, and while they seem disposed to make up for it by the prices on 1904, the same thing may happen next year.

Still, tobacco growing is found to be a congenial occupation by many, and if a farmer must go broke, he might as well as not, do it on something new. At any rate, the soil gets a rest on cotton.

Tobacco is now raised in twenty-six States, covering New England, the South and the Middle West. Of these, Virginia North and South Carolina, Georgia, Alabama, Mississippi, Tennessee and Kentucky produce an average of 75 per cent of the total crop. It is a Southern industry, and though tobacco is an arbitrary plant, it has been proved that it can adapt itself to almost any section of the South.

Cotton farmers down in Texas, who have tried switching their crops, have made out very well considering, and there seems no vital reason why the same thing can't be done through other sections of the South.

SOME tobacco manufacturers may soon find themselves in the meshes of the pure food law if they don't watch out. At Los Angeles the city chemist tried to excuse himself from examination under the pure food law, of campaign cigars, on the ground that they were not food. But the protestants countered by claiming that cabbage is a food if tobacco is not, and that to place a tobacco wrapper around a roll of cabbage leaves and sell the result to candidates for campaign purposes ought to be made a violation of pure food ordinances.

Philadelphia Tobacco Trade.

To Permit Sunday Cigar Sales.

Every magistrate in Philadelphia has signed a petition which will be presented to the present Legislature asking for the passing of the bill which will be attached, to permit the sale on Sunday of non-intoxicating drinks, tobacco and cigars, certain articles of food and newspapers. The bill, which is a result of the peculiar activities of the Philadelphia Sabbath Association provides that—

"Hereafter it shall be lawful to sell drugs, medicines, soda and mineral water and other harmless nonintoxicating drinks, bread, oyster, cakes, pastry, ice cream, candy, milk, fruit, cigars and tobacco, to prepare, print and sell newspapers on the first day of the week, commonly called Sunday.

"Provided, That nothing herein contained shall be construed to allow the sale of any nonintoxicant or other drinks, in any saloon, inn or tavern licensed by law for the sale of intoxicating beverages."

October Revenue Returns.

The returns from the Internal Revenue Collector's office for the First District of Pennsylvania, for the month of December, consist of the following figures:

Cigars at $3 per M.	$150,349.20
" at 54c. "	46.98
Cigarettes at $1.08 per M.	4,039.74
Cigarettes at 54c. "	82.08
Manuf'd Tob. at 6c per lb	8,475.63
Snuff stamps at 6c per lb	21,388.02

Fred W. Hoch, of Fred W. Hoch & Co., of Columbia avenue, has named the new member of his family Anita, which is Mrs. Hoch's name. The firm also has a popular cigar label of that name.

With Manufacturers and Jobbers.

New Factory in Philadelphia.

It was stated this week by a well known local retailer, who said he had been given the information in confidence, and could not divulge the details, that a big factory will be built in Philadelphia this spring which will manufacture a complete line of cigars. The plant will be operated by a firm which will be organized for the purpose, one of the members of which is declared to be a man already identified with the trade in this city.

Sig. C. Mayer & Co., the new firm of manufacturers at 417 Locust street, is starting the new year with a great many orders in hand for cigars. The company has the brightest prospects, as their brands have made a decided hit on the market. Mr. Mayer is about to leave on a trip South to push Sig. C. Mayer & Co.'s Verybest, George M. Dallas and Sigwado, 5-cent cigars, and El Morento, a 10-cent brand. During his absence George J. Watson will have charge of the office.

William H. Banton, jobber at 315 South Fourth street, is having a very large run on his own brand, Pine Apple Cut Plug, which Mr. Banton says has made a better hit than anything else he has ever handled.

D. W. Glover, Western representative for Vetterlein Bros., paid a short visit to the Philadelphia office last week, and has again returned to the West. Mr. Glover says that everything points to a splendid business year in his section. Vetterlein Bros. are still engaged with their inventory and balancing of their books.

F. B. Robertson, who has a depot for independent goods at 1004 Ridge avenue, suffered at the hands of burglars on Monday night for the fifth time since the genial Match It representative has been located in Philadelphia. Mr. Robertson figures out that he has lost about $20 from the cash register, 500 cigars and 1,000 cigarettes. Two other business places in the neighborhood were also robbed on the same night. Mr. Robertson has recently moved to the above address from 1133 Ridge avenue, and burglars entered the other establishment on four separate occasions. The police were put on the case, but it is doubtful if the thieves will be caught.

Lester Newburger, of Stewart, Newburger & Co., will shortly leave on a business trip through the South, and at about the same time another of the firm's salesmen will leave for his regular trip.

C. C. Rosenberg, of the El Provedo Co., left for Cuba at noon yesterday, and after transacting his business in Havana will visit the firm's Florida factory to see that everything is in fine working order.

Roy Valentine, of A. S. Valentine & Son, is South on a well-earned pleasure trip. The business done by this house last year was so gratifying that Mr. Valentine thought he had a little rest coming to him.

After being brought together for the annual banquet given by the Theobald & Oppenheimer Co., at the Bourse last week, the firm's salesmen from far and wide have all dispersed to their respective territories and are prepared to jump into the New Year's work. E. D. Marshall has left for San Francisco where he will push the William Penn, Royal Lancers and the La Toco along the Pacific coast; W. S. Dennis has returned to St. Paul, John Bain is about starting for St. Louis: Ramon Fernandez, superintendent of the Tampa factory, has gone South, John T. Dee left for Chicago yesterday and Emory Reynolds went to Boston on Monday. All the Theobald & Oppenheimer factories which were closed down to permit the taking account of stock, have resumed work on full time, and the books of the Company show the best year it has ever had.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Here and There With the Retailers

Last week was another pretty good one with the retailers and the slumpy condition of the market seems so much a thing of the past now that many dealers are commencing to make optimistic predictions about the spring trade. There never is any rush early in January, but last week showed a good, steady demand and the majority of Chestnut and Market street dealers expressed themselves as satisfied.

One man who is manager of one of the most important stores along Chestnut street, and who was extremely gloomy a few weeks ago, was in good spirits this week and expects to remain so. This man has been in the trade for years, and his former worriment was owing to the fact that the extreme stagnation of the market was seemingly unexplainable. He now believes that trade has fully recovered its natural tone and will remain good through the spring.

Many Porto Rican Brands On the Market.

Porto Rican cigars of varied brands and prices are to be seen prominently displayed in a good proportion of the retail stores, and some dealers declare that the demand is an increasing one. These, however, are dealers who make more or less effort to push this particular product, and display it in a way to tempt the casual consumer to buy it.

It is said that a good percentage of these experiments result in a regular customer on the line. On the contrary other dealers say that they have not had much demand for the Porto Rican smokes and that what inquiry there is, is decreasing.

One dealer who has a good average class of customers declared that he did not see how the ordinary cigar from the Philippines could possibly win out over a domestic cigar.

"We wouldn't consider for a moment," said he, "handling any cigar made in Porto Rico, which was made to sell at more than $5 per hundred for it is very hard to get more than that for them. I have smoked them enough to make a fair test, and to me its like eating soup without salt. The leaf seems coarse to me and there is no distinct flavor. Of course the high grade brands are better but they aren't the kind usually bought. In spite of what some dealers say, I don't believe there will be any great demand or even one large enough seriously to hurt the domestic cigar because I don't think the cigar can compete on its own merits, even when it is sold at low price."

Slot Machines Captured.

A number of Philadelphia dealers, appreciating the extra sales which slot machines make for them, have been operating them in a quiet way for some months. The ubiquitous Mr. Gibboney got wind of the fact some ago and in connection with several constables and a few of the Law and Order agents, raided a number of cigar stores and pool rooms for slot machines Saturday night and captured 17 of them. On Tuesday he again descended upon unwary dealers and captured 15 more.

The result of the raids was as follows: Cigar store, Tenth street, south of Walnut, two machines. While at work the raiders discovered a poker room in full blast in the basement, and captured $2, the receipts for the house of the game. The players bolted with several hundred dollars, the stakes that were exposed on the table. At the cigar store on Sixth street near Chestnut three machines were taken, and one machine was confiscated in a cigar store on Arch street near Third.

Two machines were found in a cigar store on Second street near Buttonwood; while two were captured in a cigar store on Fairmount avenue near Fourth street; one in another cigar store on North Twelfth street above Race; two in a store on Tenth street above Spruce, and three in a pool room at the corner of Fairmount avenue and Eighteenth street.

Tuesday's machines were confiscated at the following places: Cigar store, Ridge avenue and Mount Vernon street, one machine; Tenth and Ogden streets, one; one each at Cumberland street near Tenth, Germantown avenue above Cumberland street, Susquehanna avenue near Fourth street, Dauphin street and Germantown avenue; four on Kensington avenue above Cambria street; one on Kensington avenue above Lehigh avenue; two on Kensington avenue near Somerset street, and one on Buttonwood street near eighth.

The machines made a full wagonload, and at different points of the raid large crowds witnessed the raiding. Mr. Gibboney says the city is again full of these gambling devices and that he will continue to drive them out.

H. Jackson is opening a new retail cigar store at 160 North Ninth street and if the present arrangements go through, will have everything in readiness for consumers tomorrow morning. The new store will carry a full line of popular brands.

The popular proprietor of the Moore cigar shops is confined to his home, at present, suffering from an attack of grip, which malady has laid quite a number of the trade low lately.

Hancock & Adams, Seventh and Chestnut streets, are making a handsome window display of the Lyric Theatre brand which sells for 5 cents straight.

N. W. Young, who is now conducting the store at Third and Chestnut streets, which was recently owned by Goldsmith & Co., is having quite a run on the John Hay 10 cent cigar and Rugby 5 cent brand.

Among the salesmen who got around among the dealers this week were Geo. Weiss, of the National Cuba Co., and Mr. Strauss, of Bustillo Bros. & Diaz.

Leaf Dealers' Jottings.

Geo. Burghard, has just received a large shipment of 1903 Wisconsin Havana seed binders for which there is already a fair demand.

The Amsterdam Sumatra Co., which is one of the younger leaf firms on Third street, is starting the year with a good demand for both Havana and Sumatra.

The travelling representatives of Julius Hirschberg & Bro. will start out in a few days through their respective territories. This firm is perfectly satisfied with the business done last year and said that it always would be, with the same returns. The new year is opening up with a good demand.

George W. Newman, than whom there is no better known man in the leaf trade, received a handsome badge of honor on Monday night to commemorate his retirement as Commander of the George C. Meade Post No. 1, in which office he served during 1904. The decoration is in the form of the regular G. A. R. badge but is of gold and much handsomer. On the back of the pendant is an engraved record of the presentation and on the front is the figure "1" set with seven diamonds.

L. P. Kimmig, of L. P. Kimmig & Co., is in Connecticut buying tobacco for his firm. Mr. Kimmig also made a New England trip last week and secured a good lot of the new crop of Connecticut wrapper and filler which he says is of fine quality, but is commanding very high prices.

Frank Dominguez, who is in Cuba buying for E. A. Calves & Co., writes that he is considerably disgusted with the prospects on the present crop. Mr. Dominguez purposely arrived on the field early in order to secure the run of the market, but declares that he may not be able to get as many as 400 bales of Remedios of good quality. Prices are fully 50 per cent higher than last year and the tobacco no better if as good. That being the case it is scarcely a paying proposition to lay in a very heavy stock now until some indications of what the next crop will be are obtained.

1905 WILL BE GOOD IN OHIO.

Manufacturers Say That Prospects for Coming Year are of the Best.

Cincinnati, O., Jan. 9.

Walter J. Friedlander, proprietor of the Day and Night Tobacco Company, in an interview with The Tobacco World correspondent, said: "All the independent manufacturers that I have come in contact with expect the year 1905 to be a banner one, inasmuch as systematic steps have been taken to put a stop to certain phases of the trust's methods. The chief evil of the business is the giving away of all kinds of presents."

It is reported that the telephone company is working up cases against a number of prominent down town cigarists, who, it is alleged, have been allowing customers to use their phones, which have not the slot arrangement, instead of referring them to the pay stations.

F. J. McCormick, president of the Gem City Tobacco Company, when asked his views on the outlook for this year, replied: "Prospects are exceedingly bright, and we anticipate a bigger business than last year."

It is semi-officially reported that Cincinnati capitalists have subscribed for $400,000 worth of capital stock in the Burley Tobacco Growers' Association. President W. B. Hawkins, who was here last week, did not affirm or deny the story.

BUHRMAN.

Established 1891. Factory No. 3765.

JOHN ZUDRELL

Manufacturer of

High Grade Cigars 5 and 10 Cts.

Genuine Union Made.

Ephrata, Pa.

Goods Sold Direct to JOBBERS and DEALERS.

PAN AMERICAN

Registered

To Be Continued Next Issue.

Wedeles Brothers,

Florida Sumatra

182 E. Lake St. CHICAGO, ILL.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

CIGAR DEALERS' ASSO. OF AMERICA IN ANNUAL SESSION

Col. M. W. Diffley is Elected President and Other Officers are Chosen. Resolutions Commending President Lane, Protesting Against Philippine Tariff Cut, Etc., Adopted.

[By wire to The Tobacco World.]

Chicago, Ill., Jan. 10.

The Cigar Dealers' Association of America met at the Sherman House in this city today in annual session. The President of the Association, Robert E. Lane, of New York, was unable to be present, and the chair was taken by Vice-President Holton. The most important business transacted at the session was the annual election of officers which resulted as follows: M. W. Diffley, president; Robert E. Lane, New York, first vice president; R. G. Fisher, Minneapolis, second vice-president; Henry Leopold, Chicago, secretary; Jacob Berolzheim, Chicago, treasurer.

Mr. Lane's name was first proposed by the nominating committee for reelection as president, but was withdrawn by Sidney J. Freeman, of New York, obeying instructions from Mr. Lane, who felt that he would be unable to occupy the chief office for another year. The following board of directors was elected:

Robert E. Lane, Sidney J. Freeman, T. J. Donigan, W. W. St. John, Fred B. Aschner, of New York; Henry Leopold, Jacob Berolzheim, Albert Breitung, Otto Schraeder, Edward Holman, Jacob Benner, O. B. Eisendrath, J. J. Dolan, Joseph L. Freidman, of Chicago; R. J. Fischer, of Minneapolis, and E. L. Smith, of Grand Rapids.

The convention opened with a large representation of delegates on hand who were welcomed by Albert Breitung, who expressed his gratification at the goodly attendance and hoped that all present would hear something of benefit to take back to their various locals.

Sidney J. Freeman, of the New York Association, responded to the address of welcome and read the annual report of President Lane. Immediately following this the following committees were appointed: Credentials, Mr. Breitung, Chicago, and Mr. Freeman, New York; constitution and by-laws, Henry Leopold, Chicago, and E. L. Smith, Grand Rapids; resolutions, I. Latzar, Ed. Kolman, Joseph A. Moos and Col. Diffley, of Chicago; nominations, Messrs. Dolan and Leopold, of Chicago, and G. L. Hutchinson, of Minneapolis.

These committees retired for conferences and the convention conducted an open discussion on association stamps. Testimony was given by a large number of the delegates as to the undoubted benefit resulting from the use of the association brand and it was decided that this end of the work would be pushed more vigorously during the coming year.

The committee on credentials here reported that fifteen cities were represented by delegates, with sufficient proxies to amount to representations from thirty-four cities.

After some discussion resolutions were unanimously adopted commending President Roosevelt for his efforts to check the trusts and to secure enlarged powers of the Interstate Commerce Commission. The general opinion of the convention seemed to be that the President is willing to do everything in his power to help along the independent movement, and has already shown such disposition by a number of his actions. A resolution was also adopted demanding the passage of the Hearst bill, and one commending the able administration of President Lane.

Arrangements were made for a strong protest to be forwarded to President Roosevelt and Congress against any reduction whatever of the present tariff rates on cigars and tobaccos from the Philippine Islands.

Secretary Henry Leopold reported that the association's liabilities were $2,800 at the first of last year, and had not only been wiped out, but there was a good balance on hand. He said that from the time of Secretary Case's resignation last year, the expenses were reduced from $400 to less than $100 per month.

After a brief consideration of the matter, it was decided to make no change in the constitution and by-laws.

The board of directors of the National Association met this afternoon and appointed the following standing committees:

Executive committee—President, M. W. Diffley; J. J. Dolan, Albert Breitung, Henry Leopold, Otto Schrader, all of Chicago. Finance committee—C. D. Alschul, Jacob Benner, Edward Kolman, Chicago; T. J. Donigan, Sidney J. Freeman, New York; Joseph L. Friedman, Chicago. Board of trustees—Albert Breitung, Henry Leopold, J. J. Dolan, all of Chicago.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

Ways and means were discussed to interest more manufacturers and dealers in the association stamp, and during the coming year their sale will be pushed under President Diffley's direction with renewed vigor.

President Lane's report, which was read by Mr. Freeman, was very interesting and contained many pertinent suggestions. It is as follows:

To the officers and members of the Cigar Dealers' Association of America, in convention assembled:

Gentlemen—Owing to the circumstances, over which I have no control, I regret that I can not be with you on the occasion of the third anniversary of our association, and although absent in person, you may be assured that I am with you in spirit and good will.

In the past year, as your executive officer, I have endeavored to promote harmony and loyalty in our association; neither praise or censure has influenced me to forget that harmony, the support of all institutions, must prevail in our ranks, that we may, when circumstances demand, present an unbroken front to our adversaries.

The reason that our efforts in carrying out the objects of our organization have not been crowned with greater success is known to you all.

That we are again free from debt is, I trust, a source of gratification to every member, as it certainly is to me.

As your executive, it is my pleasure to announce that our existence has not been in vain. We are now recognized as a power in the land, and so considered by every allied trade and industry, as well as by the highest public officials; and although we have been defeated in Congress in some cherished aims, we must not give up the fight. There is still hope, especially in the ultimate passage of a measure similar to the Otjen Tawney bill, which is to be introduced in Congress in the immediate future.

That we assisted, in a great degree, in securing the modification of the import stamp, must be considered as a decided victory for our association, and this was the first time that the trust has ever been defeated when seeking favors from the Government.

As your representative, I have also borne a part in the agitation against the reduction of the tariff on cigar imports from the Philippines, an agitation which we trust will prevent the American cigar industry being brought into competition with the coolie labor of the Orient.

Notwithstanding the activity of the trust, and its retail auxiliary, our members seem to have prospered as though oppression had instilled them with new life and ambition, and forced them to become, through their own exertions, more prosperous and successful merchants, rather than serfs to the whims and caprices of the trust, as that corporation desired.

It is my opinion that we should depend upon ourselves even more than we have in the past; we are strong in numbers, influence and knowledge of our business, and should not lean upon others and expect them to fight our battles, or even supply us with ammunition. Let us be like the sturdy oak, rather than the clinging ivy. Let us be men, furnish the funds, and carry on the war of agitation, education and publicity throughout the land.

Unity should be the watch-word impressed deeply upon the mind and heart of every member.

The allied trades have wearied of supporting the association, since the individual dealers have not made the most of their opportunities in the past. This matter, I trust, will be given earnest consideration at this convention, and it is earnestly hoped that some steps may be taken to continue our work through our own exertions.

The interest relaxed in certain local branches is to be regretted, and while the officers should not be hastily blamed, they must, to some extent, be criticized, and must bear this criticism as a part of their official burden, as they must regard themselves as servants of the organization, and not as masters. I feel that the lack of frequent meetings is the main cause of apathy.

Our sole revenue during the past year has been from the sale of the association stamps. That these have not been more generally used by independent manufacturers is due in a great measure to the fact that their purpose is not adequately appreciated by most of those who should be most deeply and sincerely interested in the success of our movement.

As your president, I desire to express my utmost confidence, which I believe is fully shared by every member of our organization as well as by the independent dealers, in the devotion of our Executive Committee to the cause which our association represents.

The cost has never been too great, the distance too far nor the time too precious for me, as president of the National Association, to assist in organizing or building up local associations; and during the past year, as your executive, I have always stood ready to aid or assist in every manner possible in the upbuilding of such local organizations.

In conclusion, I desire to congratulate the members of the association on the fact that while a few short years ago the pathway of the independent dealers and manufacturers seemed beset with difficulties, there is to-day a movement well-nigh world-wide in its scope to correct the abuses of the tobacco trust.

Practically every civilized nation is now moving against this giant monopoly.

In England, in Australia, in Canada, in Germany, in Austria, in Japan, in Italy, in Spain and in Cuba, as well as in the South American republics, steps have either already been taken, or are now under way, to check the further encroachments of this great, soulless trust, which has sought to capture the tobacco trade of the universe.

We, the pioneers of this movement, have every reason to feel that the people will not be content to long remain dormant in this endeavor to secure for every member of the trade the right to enjoy the liberty guaranteed by the Constitution of the United States of America.

Wishing the association every prosperity in the years to come, and trusting that my successor may enjoy the same loyal support that has been accorded my administration, I remain, Yours sincerely,
Robert E. Lane.

LOBERG.

OUR TWO BIG SELLERS

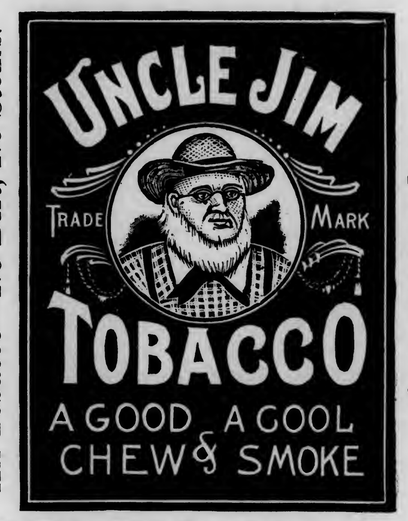
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

TRADE QUIETER IN BOSTON.

American Tobacco Co. Will Pack No More Coupons for Massachusetts.

Boston, Mass., Jan. 8.

Trade with the retailers has quieted down considerably since the holidays. The sales of cigars by the box to the holiday buyers fell off, but the sales of pipes increased, there being plenty of calls for fine meerschaums.

The cigar manufacturers have started in working again, and the majority of drummers have started out on their routes, but the orders they are sending in show trade to be quiet, especially in the nearby towns.

The American Tobacco Co. caused considerable gossip this week by sending to both jobbers and retailers the following circular:

January 3d, 1905.

Several customers in Massachusetts have requested that we do not pack coupons in our tobaccos or cigarettes intended for shipment into Massachusetts. In deference to this desire, and because of the obvious inconveniences that would be incident to packing coupons in goods intended for some customers and leaving them out of goods intended for other customers, we have concluded to cease packing coupons into any of our tobaccos or cigarettes hereafter shipped into the State of Massachusetts. This, of course, does not apply to shipments made into the State of Massachusetts by or for customers whose places of business are outside of that State.

Chas. Stewart has been spending the week here doing some good work on Kismet, Brandy and Clawhammer plug tobaccos manufactured by Strater Bros.' Tobacco Co., Louisville, Ky.

S. M. Frank, of S. M. Frank & Co., pipe manufacturers, New York, and H. Burger, representing the Manhattan Briar Pipe Co., New York, were both here calling on the trade.

Postal cards have been received from Maurice Bondy announcing that he will call on the trade in a few days' time.

The wife of Charles L. Polep, the Hanover street tobacconist, has presented him with a bouncing baby boy. The event was celebrated by a grand spread on Thursday, which affair was attended by many tobacco men, among whom were Joe Manning, John McGreenery, Louis Jeselsohn, B. M. Wollenberg and S. A. Frank, L. Miller & Sons' Northeast representative.

N. Alfowich, of Alfowich Bros., spent the holidays visiting friends in New York.

L. Miller & Sons are doing good work here on their Kozy 2½ ounce package of cut plug, the sales of which are steadily increasing.

Geo. Harris & Co. are now operating the cigar store at the corner of Howard and Court streets, formerly occupied by the Goodwin Sisters.

The Mentor Co. has launched a new 10c Turkish cigarette on the market called Turkish Naturals.

H. White has purchased the cigar store at 1279 Tremont street, formerly owned by S. B. Klein.

J. Gordon, who operates a very fine cigar store opposite the Columbia Music Hall, has a fine window display this week of El Cafe and Grumbler cigars.

The Marlboro Cigar Co. is pushing Stahl's Smokers in every cigar store possible.

BEN ALI.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 10, 1905.

Fime.—M. L. Herzog & Co., 270 bales tobacco.

Havana—Jas. E. Ward & Co., 20 trunks cigarettes, 9 cases cigars; Can. Pacific R. R. Co., 2 do.

Liverpool—American Tobacco Co., 7 cases tobacco.

SUMATRA TOBACCO.

Str. Statendam, arrived Jan. 3:

(550 bales)

United Cigar Manufacturers	256 bales
G. Falk & Bro	81 "
F. Hirsch & Son	47 "
S. Rossin & Sons	45 "
E. Rosenwald & Bro.	33 "
Rothschild & Bro	28 "
L. Schmid & Co	15 "
E. Spingarn & Co	12 "
A. Cohn & Co	12 "
H. Duys & Co	8 "
B. & O. Ry	8 "
L. Friedman & Co	5 "

HAVANA TOBACCO.

Str. Morro Castle, arrived Jan. 3:

(1,809 bales; 278 cases; 1 bbl.)

Lichtenstein Bros	610 bales
Jas. E. Ward & Co	424 "
Greenhall Bros.	130 "
Hamburger Bros & Co	103 "
E. A. Kraussman	100 "
Leonard Friedman & Co	80 "
Rothschild & Bro	65 "
M. Perez & Co	58 "
F. D. Grove	50 "
American Cigar Co	40 "
E. Regensburg & Sons	39 "
S. Ashner	25 "
Selgas, Suarez & Co	23 "
Carl Upmann	15 "
R. M. Blake & Co	14 "
I. Bijur & Son	14 "
S. Rossin & Sons	10 "
Weil & Co	7 "
Calixto Lopez & Co	2 "
Jas. E. Ward & Co	278 cases
Jas. E. Ward & Co	1 bbl.

Str. Esperanza, arrived Jan. 7:

(351 bales; 1 case.)

Jas. E. Ward & Co	170 bales
The Hilson Co	48 "
J. Foyo	36 "
Hamburger Bros. & Co	34 "
A. Arens	20 "
S. Ruppin	20 "
M. Menendez	6 "
I. Bijur & Son	6 "
A. Murphy & Co	6 "
J. Bernheim & Son	5 "
Jas. E. Ward & Co	1 case

HAVANA CIGARS

Str. Morro Castle, arrived Jan. 3:

(244 cases)

Havana Tobacco Co	179 cases
Park & Tilford	17 "
G. S. Nicholas	15 "
Waldorf Astoria Segar Co.	9 "
L. J. Spence	5 "
Calixto Lopez & Co	4 "
Can. Pacific R. R. Co	3 "
Duncan & Moorhead	3 "
Acker, Merrall & Condit Co	3 "
National Cuba Co	2 "
G. W. Sheldon & Co	2 "
N. Y. Export & Import Co	1 case
W. R. Grace & Co	1 "

WILMINGTON JOBBER ASSIGNS.

S. Kasdin, a Wilmington jobber, was forced to make an assignment this week, with liabilities amounting to $3,000 and assets of about $300. Mr. Kasdin has been in business for some years.

GEORGE W. McGUIGAN,
Red Lion, Pa.
Maker of
High Grade Domestic Cigars
Leaders: LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTEKIA
Capacity 50,000 per Day. Prompt Shipments Guaranteed.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey.

Factories: 26 and 517
L. E. Ryder,
9th District Penna.
Manufacturer of
..CIGARS..
For the Jobbing Trade Exclusively
LANCASTER, PA.
The Best Goods for the Least Money.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality

MARTIN SLABACH,
DENVER, PA.
Manufacturer of
High-Grade Union Made **CIGARS**
SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.
No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of
High Grade Union Made
Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
MANUFACTURERS OF
High Grade Cigars.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B.CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

YORK WILL HAVE A GOOD YEAR.

What the Manufacturers Are Doing in this Busy Section.

York, Pa., Jan. 9.

The new year seems to be starting in surprisingly well with our local manufacturers, a large majority having opened for business again on Tuesday last.

A recent distribution of cigars said to have been made by prisoners in the York County Jail aroused the suspicions of the Internal Revenue officials and resulted in a visit to that institution last week by Superintendent Alexander, Assistant Superintendent Farrar, of Philadelphia, and Deputy Collector Liggett, of York.

Beyond the fact that large quantities of tobacco said to have been sent to the prisoners by their friends were found, nothing was developed. It is not yet known whether or not cigars were made from tobacco thus secured and sold in jail.

Samuel A. Stump, a former Red Lion cigar manufacturer, who is charged with forgery, will not be tried at this term of Court by mutual consent of counsel on both sides, the case having been postponed until the April term. The Grand Jury has found three indictments against the accused.

The new cigar factory being erected by M. Meyers is now under way and will be ready for occupancy early in the spring.

A new scrap manufacturing establishment has been organized here by M. Kats & Son, who are located at McKenzie and Howard streets.

The Hanover and McSherrystown manufacturers have opened the new year with excellent prospects.

A. F. Hostetter, of Hanover, reports 1904 to have been the largest year he ever had, and continues to push with old-time vigor the "Stage Favorite," the most popular brand of 5-cent cigars made at this factory, the sales of which are increasing steadily.

The Hanover Variety Works, printers of embossed cigar ribbons, labels and specialties, also had a very excellent year during 1904, and say that the prospects for continued good trade were never so bright as they are at this time.

T. I. Smith & Co., of Centennial, Adams Co., has opened a new union factory at Hanover. The business of the Centennial Cigar Co. has been sold by T. I. Smith to G. F. M. Smith, who will continue the business in the old factory premises. They will not, however, manufacture union-made goods.

H. J. Roth & Co., of McSherrystown, will erect a new factory building on Ninth street, near the Square, early in the spring, which is calculated to give them the much-needed increased facilities.

A. J. Brady & Sons, of McSherrystown, report to the writer this week that orders continue to come in most encouragingly for their "Stephen Crane" and "Robert E. Pattison" brands of 5-cent goods, as well as the "Havana Post" in the 10-cent variety.

The McSherrystown Cigar Co. are planning for the erection of a new cigar factory, to be built early this spring. During the few short months in which they have been engaged in business here they have done remarkably well and have already found it desirable to secure additional factory facilities.

George W. Parr, of Littlestown, is making a very aggressive campaign on his "Fernside" 5-cent cigar, upon which he was awarded a medal at the St. Louis Exposition last summer.

George A. Buddy and James A. Collins, lately trading as the Littlestown Cigar Co., have dissolved partnership. Mr. Buddy will continue business at the old factory building, while Mr. Collins will re-enter the trade on his own behalf at his former factory building in Littlestown. Mr. Buddy, however, has not yet fully decided whether or not he will continue under the old firm name of the Littlestown Cigar Co.

During 1904 H. F. Kohler, cigar manufacturer at Nashville, this county, had the most extensive trade he ever experienced. During the few short years in which he has been located there he has built up a reputation as a cigar manufacturer that will, no doubt, be a source of much benefit for many years to come.

PRIZES FOR WRAPPERS, LOTTERY.

Government So Decides, and Wisconsin Collectors are Up Against It.

Milwaukee, Wis., Jan. 6.

A certain tobacco factory here, which has been conducting a scheme consisting of the awarding of prizes in money to collectors of wrappers, will have to call it off owing to a ruling of the Government that the scheme is a lottery. Many consumers have formed clubs for the purpose of collecting the wrappers, and unless some way is discovered of evading the ruling, they are doomed to disappointment.

According to the scheme as presented at Washington, the company advertised that on a fixed date a sum of money in gold would be given those persons sending forty or more wrappers. The person sending in the largest number of wrappers was promised $300 and the next person $200. Other prizes were offered according to number of wrappers presented.

It is held by the department that the scheme comes under provision of section 2, act of July 1, 1902, because even after the wrappers have been presented there is an element of uncertainty as to what they are worth.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE—Established Retail Cigar and Tobacco Business doing a large trade; central location. retiring; investigate. Address Box 128, care of The Tobacco World, Phila. 10-26-tf

GOOD NAME FOR A CIGAR.—I am a newspaper man and have conceived a clever name for a good two-for-a-quarter retail cigar. It is a name of one word only. It is not the name of any place, person, animal or fabric, and will prove just as popular in Maine as in California or any intermediate point. I will sell this name for one hundred dollars Address BOX 34, NEW YORK PRESS CLUB

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.
Manufacturers of
Cigar Machinery and Tools
240-42 North Third Street,
PHILADELPHIA, PA., U.S.A.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

☞Telephone Connection.☜

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

SAM SHLEIFSTEIN SPIELS MIT SIENER FAMILIA.

Wooleverstettel, Pa., Dec. 30, 1904.

Ich hop shere net der tseit eich tzu schriva de wuch, ovver wile ich farsprucha hop yadura wuch tzu schriva, will ich duch a venich neichkata schicka.

Mere hen om Dinsdawk tswa sie gschlocht und en ux, de sie wora now maraguartic fet und hen ocht hunnert pund gawoga, des hut ovver warsht geva, und fimf stenner full schmoltz.

Ich bin fro os es farivver is wile de frau so grittlich wore, see hut butchera wella de lesht wuch we des duwock show im Philadelphy wore, ovver ich hop's net so sana kenna, while ich des show sana hop wella.

De weipsleit sin eva so opsonaud und mana mere monsleit missa yusht donsa wund se pifa, und won mere net duna, is der deivel loase in de kich; und doch hop ich see net feel blama kenna, while see bocka hen missa fer de Krishdawga. Der druvel is see mocha tzu feel kshis mit era schleck soch; do mus mince pie, hocha kucha und dtzund onnera sotta kucha kabocka sie, yusht wile de Sarah, unser elsta duchter en bow hut.

Weil ich gliech ein gavis net, ovver de mam mained ar ish galined mit guld, yusht wile eir bissel english schwetza kun, ovver ich hop era ksout des dut ken frau und familia enara, und ich hop sie fatter shund long kakend, ar wore der dumsht mon im township; ar hut amole en hinkle house kabowed und hut tswa lecher nie gamoched, en groses und ein glanis; des hut mere wenich spossich gagucht, no hop ich ein gfroked fer wos os ar de tswa lecher nie gamoched het; no hut ar gamianed—why du gross kup—es grosse luch is fer de grosse hinkle und es glayne luch fer de glana hinkle. Ich hop of course lacha missa, und de dseit wore ar mere a venich folsh, und hut gamained ar und sie kinder sin schmarter os mina, ovver on Mundawk ovet hen see en sot fun en entertainment kotta om greitzwake shule house, und while es shlita bowe so gude wor hop ich de fear schwartza aisel in der bluck shlita kspunned und hop de gonse wesh mit ganumma, yusht so os de weipsleit nimmy stutzich sie setta.

De Sarah hut den teacher gude kakenned und see hut ein kfroched fer sot fun en spelling class nuch in era program tzu do, see hut of course gavissed os see und era bow grufa data wora.

Well, es hut mich gude feela mocha yusht while era bow sie pap dat wore, so os see sana hen kenna os de Sarah awe ken glutzkup is und kun awe english schwetza. Es wore dennawake. Dare os de wotta ous gevva hut, hut es wort "Delight" de Sarah are bow gevva tzu spella, und ar hutz farfailed, sis not tzu de Sarah kumma. Se hut mich oblinked und ich hop der kup gnucked, see hut mich ferstona, no hut see es wort a pore mole ivver ksaut, no funged se so longsome awe gfunga, d-e-l-i-g-h t, recht secht dar wu os wort ous gevva hut. No secht ar Sarah moch now en sentence in english und use es wort "delight," des wore ordlich tough, ovver de Sarah hut era kup net farlora im excitement, no funges see aw. "De room is now dark, some one please turn on delight." Des wore era bow sie fatter tzu feela und ar is blitzlich hame gonga.

SAM SHLEIFSTEIN.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

J. B. Milleysack

Manufacturer of

Fine Havana Hand-Made CIGARS

615, 617 and 619 Lake St.

Lancaster, Pa.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

THE WEEK IN CHICAGO.

C. D. A. of A. Directors' Meeting Was a Pleasing Affair.

Chicago, Jan. 7, 1905.

The chief topic of interest in tobacco circles this week is, of course, the National Convention, scheduled for next Tuesday at the Sherman House, and of which a full report is given elsewhere in this issue.

But few business changes are noted thus far this year. Harry Allen, who for many years has been with W. F. Monroe, has resigned and will take charge of the new store of the First National Cigar Stores Company, which will be opened a few weeks hence in the Dearborn street side of the First National Bank Building. He is now at the company's stand in the rotunda of the building getting posted. George Renaud will be his successor with W. F. Monroe.

The directors' meeting of the Chicago branch Cigar Dealers' Association of America took place Wednesday night at the association rooms, at which time the new officers-elect were installed in a manner most creditable and pleasing to all. While the organization lays no claims to being a secret society, it was evident that both Former President Kolman and President-elect Albert Breitung were made to feel that they were victims of no small amount of merriment during the progress of the meeting.

One after another of the members arose, assuming a serious attitude, and criticized the official acts of Former President Kolman. After carrying the joke to a degree almost uncomfortable to that gentleman, a happy termination followed, when President Albert Breitung, in a neat little speech, expressed the true sentiment of the members and presented Mr. Kolman with a handsome gold watch as a token of the high esteem in which his efforts had been regarded.

On the other hand, Mr. Breitung had been generously "jollied" throughout the evening concerning the beautiful bunch of American Beauties that ornamented the table, which he was accused of having placed there in token of his great esteem for himself. This, too, finally proved to be but another expression of the high regard in which incoming President Albert Breitung was held by the members. Mr. Breitung is still enjoying the pleasant aroma of the flowers and has assumed his duties with full assurance of the hearty co-operation of his fellow-workers.

Louis P. Wiser, a well-known South Side cigar dealer, shot himself and then jumped into the lake last Thursday night. He left a note at the store stating that his body would be found at the foot of Fifty-third street, but gave no reason for the deed. He leaves a wife, but no children. His store at 103 Fifty-third street was a favorite resort for the wealthy citizens of his locality, and he had a very excellent trade.

The dealer who won't confess to a holiday trade considerably in excess of that of 1903 is as hard to find as the proverbial needle in the haystack. All lay stress on the increased demand for high-grade goods. While trade of course shows a marked contrast to that of the week preceding Christmas, the year has opened up in a good, healthful way, and everybody in the trade appears to be satisfied.

Colonel James G. Davis, who, with his son Graham, so ably looks after the western interests of Bondy & Lederer, has been elected financial secretary of the Chicago Press Club.

LOBERG.

—L. F. Naftzer, of Wichita, Kan., has purchased the cigar and grocery store of Casey & Garst, for $24,100, and will close it out at once.

INVESTIGATION IN WISCONSIN'S

Trade Says That Government Agents Have Not Begun Yet.

Milwaukee, Wis., Jan. 9.

The trade in this city is still waiting for something definite to come out of the report that President Roosevelt's special appointee to investigate the American Tobacco Company's operations would commence his work in this section. No one can be found in this city who will admit knowing anything definite, and the general opinion is that if the Government's agents are working around here they are going about it in a very quiet way.

Predictions were made by those who are anxious for the investigators to go as far as they like that Wisconsin would be found to be a very fertile field and one from which a gratifying bunch of sensations would be sprung. A daily paper made the following statement: "While no further announcement is made than that Wisconsin is to become the seat of early operations, it can safely be said that the chief point in this State that will be covered will be Milwaukee and Edgerton—Milwaukee as the field for manufacture, wholesaling and retailing; Edgerton as the seat of the tobacco growing industry."

A general canvass of the trade this week brought out a general round of denials that anyone had been approached and these denials bore every appearance of sincerity. A bona fide investigation conducted without fear or favor would undoubtedly cause a big agitation in the Wisconsin tobacco field.

Figures of interest to tobacco growers of Wisconsin are found in the annual report regarding the principal farm crops of the United States.

In a comparative table showing the prices for the different grades of tobacco grown in the United States, Wisconsin products are shown to rank fourth in point of price obtainable, being considerable in excess of the average price received by Ohio growers. While this State produces only the cigar type, used largely for fillers and binders, the quality has steadily increased, as the growers became more experienced, until at the present time Wisconsin tobacco stands well at the head among tobacco producing States, both as regards quality and quantity.

A notable feature of the 1904 tobacco crop, as shown by the table, is the very small percentage of the crop marketed up to December 20. Among the sections producing cigar tobacco the great binder and filler crop of Wisconsin was still hanging on the poles at that date, practically none having been stripped and very little sold.

BURLEY ASSO. MEETS IN SECRET

Get Together in Cincinnati to Make Good Subscriptions Lacking.

Cincinnati, Ohio, Jan. 5.

Between thirty and forty members of the Burley Tobacco Growers' Association, which has been maturing its plans for some months to gain control of the entire burley market in competition with the combine, held a secret meeting in Cincinnati this week. None of the members registered at any of the hotels, and the utmost secrecy was observed. It was stated that the object of the meeting was to make good a few subscriptions that had fallen down and fill out the required amount of half a million dollars.

To the correspondent of the "Tobacco World" President W. B. Hawkins, of Lexington, Ky., said: "I cannot give you the details of the meeting, but you may say that our work will be consummated in a few days, and not until then will the public know what transpired. The members are pledged to secrecy." From other sources, believed to be reliable, it was ascertained that efforts

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market
10¢
5¢

Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
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—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
Leaf Tobacco
SHADE-GROWN SUMATRA, in Bales.
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

will be immediately made to have Cincinnati financiers put up the balance of the guarantee fund, which is supposed to be in the neighborhood of $150,000. Those present at the meeting were President W. B. Hawkins, Lexington, Ky.; Judge George Payne, bank president, Georgetown, Ky.; Judge J. W. Hughes, Harrodsburg, Ky.; Mr. Adams and five other members of Cynthiana, Ky.; Hon. June Gayle, Owenton, Ky.; Henry Loudon, J. F. Young, Frank P. Hite, Brown county, Ohio; Edgar Ellis, Harry Stillman, Archie Stewart, John F. Shuff, Cincinnati; O. P. Williams and H. Pen Williams, Clermont county, Ohio; Colonel Waller Sharp, Sharpsburg, Ky.; Fred Stucey, Ghens, Ky.; C. B. Sullivan and Senator John Newman, Woodford county, Ky.; M. R. Barker, Carrollton, Ky.; Nath. Ridgeway, Falmouth, Ky.

BUHRMAN.

PRICES TOO HIGH IN LANCASTER.

Many Leaf Purchasers Won't Buy at the Present Stiff Rates.

Lancaster, Pa., Jan. 9, 1905.

There was more activity in the leaf market in this city during the past week than was expected, and a fairly good local trade was done, although no large transactions were reported. The severe storms of the past week have interfered somewhat with the buying of the new crops, but it is believed that a major portion of these crops have already been secured.

The prices are running high and quite a few local packers declare that they will not undertake to buy any goods at the present high mark. Not a little trouble has already been experienced with the new goods. It appears that considerable damage has already developed, owing, it is believed, to the fact that soon after the tobacco was placed in the drying sheds the cold season came on and some of the tobacco was frozen before it was thoroughly cured.

It is known to be a fact that in a number of tobacco sheds water dripped through to the floor, indicating the excess of moisture. Of course, the tobacco that has thus far been received at the packing warehouses was undoubtedly the poorest among the lots, for the reason that the tobacco last put into the sheds, some of which may have been slightly nipped with frost, was the first to be taken down, stripped and brought to the warehouse. It has, however, had a discouraging effect, and some of the packers are feeling ill at ease in consequence.

The exact output in numbers of cigars in this district for the month of December was 59,882,000, which was 908,000 more than during the month of December of 1903, with a total output for the year of 1904 of 775,250,000.

The fitting season among the local leaf packers is now about over, and the changes were less numerous this year than some previous years. E. M. Cohn & Co. have removed, as was stated in these columns some time ago they would, from West James and Prince streets to their old headquarters on Chestnut street near Duke. Cohn's old building is now being occupied by the leaf department of the American Cigar Co.

Kramer & Goldberg are now in full possession of the warehouse adjoining their premises, which was formerly occupied by Cullman Bros. John F. Brimmer has removed from 230 North Queen street to the Baumgardner warehouse. Samuel Sissel has moved into the warehouse just vacated by Brimmer. Charles Tole & Co. have removed from West James and Prince streets to 232 North Queen street.

The tobacco growers in the vicinity of Washington borough are complaining that they have considerable difficulty in getting their tobacco from the poles, owing to the lack of warm rains to moisten it, and for that reason it is likely that some of them will be late in delivering their crops to the warehouses.

A. W. Mentzer, the veteran cigar manufacturer and dealer in general merchandise at Ephrata, has retired from business. Mr. Mentzer has had a long, useful and successful career, extending over a period of 49 years. The business, however, will be continued by his three sons—viz., Dr. J. F., H. S. and J. G. Mentzer, who have for many years associated with their father in business. They will continue under the old firm name of A. W. Mentzer & Sons.

READING SHOWS UP WELL.

Output Larger Last Year, and Manufacturers are Still Busy.

Reading, Pa., Jan. 9.

Reading is justly proud of its fine showing in the cigar output during 1904. The figures for the year for this division of the First district were 162,000,000, as compared with 143,000,000 during 1903, an increase of 19,000,000.

There have been few business changes made here at the first of the year.

The Fleck Cigar Co., Ltd., of this city, has contracted for the manufacture of a large line of goods for Fleck & Co., cigar distributors at Philadelphia, which is regarded as a very desirable line of business.

H. Rindskopf has succeeded the American Leaf Tobacco Co., at Fifth and Washington streets, Reading, and has removed his entire business to that address. Mr. Rindskopf commenced business here a little more than a year ago, and has made remarkably good progress.

The cigar manufacturing firm of Shively, Miller & Co., at Pottstown, is dissolving, Messrs. W. H. Sassaman and C. F. Shively retiring from the firm. Mr. George Miller, the senior member of the firm, will continue the business at the old stand. He also retains the services of Mr. Jacobs, who has for many years been the firm's bookkeeper and confidential man. In addition to the manufacture of cigars, the company will also engage more extensively in the manufacture of scrap tobacco.

Roesh Bros. report business very good. They boast of a distinction enjoyed by but few—that their "Indian Ax" 5-cent cigar is sold in every cigar store, drug store, restaurant and news stand in and about Pottstown. Their "Bronze Medal" 10-cent cigar is fast getting to be a leader in Jersey City and New York.

A. Keely & Son, of Phoenixville, report that the outlook for this year is very good, and that the jobbing trade is holding out nicely.

De Wan Bros., cigar manufacturers, will this week resume active operations in the marketing of their "Overholt" 5-cent cigars and say they see good prospects ahead.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
MANUFACTURER OF Successor to J. Neff
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS
Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
'RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.
Havana Flavor
Purely Vegetable. $12 per Gallon.
DO NOT EXPERIMENT WITH OTHERS.
Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

Leaf Tobacco Markets.

CONNECTICUT VALLEY

The storm of last week enabled the farmers to get the most of their tobacco from the poles, and the stripping is well along We can see no reason now for the assorting shops to shut down, at least, for the want of tobacco to assort, provided the buyers and growers can come to an agreement as to the amount of money that will be required to move the crop. If the price should rule high it will take a longer time to buy up the crop and require a deal more haggling.

Our correspondents write:

Westfield, Ct.: "The rain and fog of this week enabled farmers to take down some of their tobacco, although it was not quite warm enough to get into first-class shape. But it could be handled very well. No sales to report as yet."

South Deerfield, Mass.: "It is reported that Charles Williams & Son have sold their crop in the bundle at private terms, about ten acres."

West Suffield, Ct.: "Leading tobacco growers here have formed a society for the improvement of the tobacco and other farming industries. The idea is to learn and introduce the best methods of cultivation, particularly of tobacco, for the excellence of which this district already has a good reputation."

East Hartford, Ct.: "Growers have been making the most of the damp spell and have been hustling about taking down the rest of their crops. Hired help is at a premium for this work. Nearly the whole crop is now down."

New Milford, Ct.: "Farmers have been hindered in getting down the tobacco by the scarcity of help and several hired women to do a part of the work. The crop is now practically all down."

Windsor, Ct.: "The crop is now ready for stripping and sorting, thanks to the wet spell. Some large growers worked all night."—Amer. Cultivator.

EDGERTON, WIS.

Interest now is centered largely in the new crop which the growers are hurriedly preparing for market. Another season of casing weather during the week has afforded an opportunity of removing the leaf from the curing sheds and stripping is being pushed as rapidly as possible in the country districts. Now that the great bulk of the crop is down and in condition for a critical examination buyers are venturing out again and a resumption of the buying movement is confidently expected.

A few deliveries have commenced to arrive at the warehouses and enough is already stripped to start warehouses handling at several market points the coming week, and others will follow shortly, Packers who have contracts booked for large acreage are anxious to get the assorting business under way. The United Cigar Manufacturers will begin handling the crop at Edgerton, Viola and Postage the coming week.

Old leaf is still being vigorously hunted in country hands and the movement shows but little dimunition, though the remnants left are continually being reduced, with a prospect that it will be lifted at low prices. Mrs. Lee sold 24cs '03 at 5. 2 and 1c.

Reports coming from the western portion of the State are that growers were not so fortunate in getting down as large a portion of the hanging crop last week as in this locality.

Shipments were 588cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Dec. were	169	hhds
Sales " " "	267	"
Shipments in" "	868	"
Total stocks Jan. 1, "	1,049	"

Buyers' stocks, Jan. 1, 293 hhds; Sellers' stocks, 756 hhds.

There were no transactions during Christmas week. Our receipts for two weeks were 11 hhds, offerings this week 17 hhds, sales 13 hhds. Market unchanged. We have had one rainy spell which enabled tobacco to be taken down in the barns but it turned off cold, and but little stripping has been done.

The actions of the Dark Tobacco District Planters Protection Association has greatly restricted sales of loose crops, but sales have been made here and there. The Association is now contracting with dealers to prize the crop and propose holding it in that form until it realizes its ideas as to prices. The preparation of leaf for the British markets promises not to be large, and prices paid for loose crops are far above the parity of the prices in these markets for strips and dried leaf.

For Old Tobacco, we quote:

Low Lugs	$3.50	to	$3.75
Common Lugs	3.75	to	4.00
Medium Lugs	4.00	to	4.25
Good Lugs	4.25	to	4.75
Low Leaf	4.75	to	5.50
Common Leaf	5.75	to	6.75
Medium Leaf	7.00	to	8.00

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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR DRAWABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
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INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
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ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

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LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's 5c. Tobacco Cipher.
Hopkinsville, Ky.

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CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
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Private Designs a Specialty
Metal Printed Labels

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

The Cigars You Want
at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

Business Changes, Fires, Etc.

Georgia

Atlanta—J F Williams, cigars; petition in bankruptcy.

Idaho

Troy—J Knutson, cigars, etc.; real estate mtge., $1,500.

Indiana

Indianapolis—Chas H Sullivan, cigars; sold out.

Iowa

Sioux City—J Kokenes, cigars; damaged by fire——W F Blaine, cigars; sold out.

Massachusetts

Cambridge—Leavitt & Pierce, cigars, etc.; incorporated under Massachusetts laws as Leavitt & Pierce; capitalized at $5,000.

Chicopee Falls—O J Moshier, cigars, etc.; chattel mtge., $535.

Minnesota

Duluth—G. Blackwood, cigars, etc.; damaged by fire, insured.

Mississippi

Vicksburg—J F Jones, cigars, etc.; damaged by fire.

Missouri

Joplin—Davidson & Cameron, cigars; succeeded by E L Davidson.

Kansas City—H S Shoemaker, cigars; sold out.

New York

Newburgh — Frank Karp, tobacco; assigned.

Ohio

Cleveland—Chas P Schuttheim, cigars; assigned——C M Van Pelt, cigars, etc.; petition in bankruptcy.

Dayton—J H Barrett, retail cigars and tobacco; discontinued.

Oregon

Pilot Rock—G Cannon, cigars, etc.; real estate mtge., $500.

Pennsylvania

Scranton—P H Hartman, cigar manufacturer, judgment, $1,500.

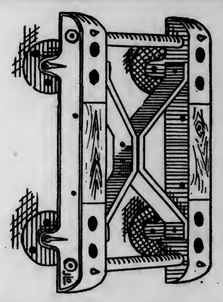
Tennessee

Memphis—J Samuelson & Co., wholesale cigars and tobacco; sold real estate, $3,500.

Wisconsin

Fond du Lac—J S Hall, cigars; attached.

—The cigar store of Arnold Jaeger, in Dubuque, Ia., has changed hands, the new proprietors being Alvin Agard and John LaBarge. The former has been identified with the store for some time.



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Made of MALLEABLE IRON, and fitted with STEEL ROLLER BEARINGS.
It won't leave its position on the floor when a case falls on it.
If you have an old wooden truck, or none at all, this is the Cheapest and Best Truck made. Write at once to
JOHN L. DARON,
Care of Box 184, York, Pa.

Scraps & Siftings
FOR SALE.
IONA TOBACCO CO.
336--338 North Charlotte St.
LANCASTER, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common **Cigars**
Established 1890.
Capacity, Twenty Thousand per Day.

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JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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Auctioneers and Commission Merchants
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PHILADELPHIA
Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
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H. J. Fleischhauer
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238 Arch Street, Philadelphia.
TELEPHONE 1561
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PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WIS. U S A.

WRITE FOR SAMPLES AND PRICES TO
FRIES BROS.
Manufacturing Chemists
92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination SCRAP --Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
Tobacco Co.
Dealers in LEAF TOBACCO
LANCASTER, PA.

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Established 1889,
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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le Droit Building, WASHINGTON, D. C.

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PRINTERS OF ARTISTIC CIGAR LABELS
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Manufacturers
814-826 LAWRENCE ST.
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SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

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Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
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Troy—J Knutson, cigars, etc.; real estate mtge., $1,500.

Indiana

Indianapolis—Chas H Sullivan, cigars; sold out.

Iowa

Sioux City—J Kokenes, cigars; damaged by fire——W F Blaine, cigars; sold out.

Massachusetts

Cambridge—Leavitt & Pierce, cigars, etc; incorporated under Massachusetts laws as Leavitt & Pierce; capitalized at $5,000.

Chicopee Falls—O J Moshier, cigars, etc.; chattel mtge., $535.

Minnesota

Duluth—G. Blackwood, cigars, etc.; damaged by fire, insured.

Mississippi

Vicksburg—J F Jones, cigars, etc.; damaged by fire.

Missouri

Joplin—Davidson & Cameron, cigars; succeeded by E L Davidson.

Kansas City—H S Shoemaker, cigars; sold out.

New York

Newburgh — Frank Karp, tobacco; assigned.

Ohio

Cleveland—Chas P Schuttheim, cigars; assigned——C M Van Pelt, cigars, etc.; petition in bankruptcy.

Dayton—J H Barrett, retail cigars and tobacco; discontinued.

Oregon

Pilot Rock—G Cannon, cigars, etc.; real estate mtge., $500.

Pennsylvania

Scranton—P H Hartman, cigar manufacturer, judgment, $1,500.

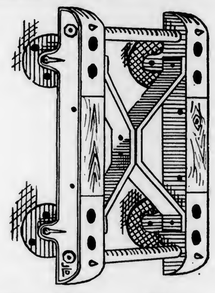
Tennessee

Memphis—I Samuelson & Co., wholesale cigars and tobacco; sold real estate, $3,500.

Wisconsin

Fond du Lac—J S Hall, cigars; attached.

—The cigar store of Arnold Jaeger, in Dubuque, Ia., has changed hands, the new proprietors being Alvin Agard and John LaBarge. The former has been identified with the store for some time.



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SCRAP
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MANUFACTURERS OF

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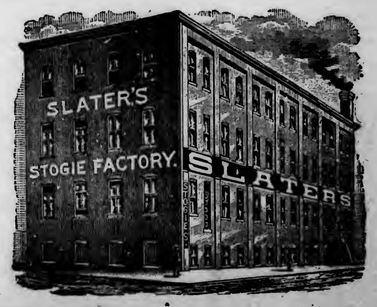

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ESTABLISHED IN 1881
Vol. XXV., No. 3.

PHILADELPHIA, JANUARY 18, 1905.

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The value of this tobacco, as far as the Bureau has informed itself to the present time, varies considerably, the prices for the finished product ranging from 25 to 40 cents a pound, according to the grade and quality of the leaf, but the grower can not expect to obtain at the outset more than 15 or 20 cents for the unfermented leaf. From computations based on the past work of the Bureau, it is estimated that the cost of growing the tobacco, under normal conditions, should not exceed 10 cents a pound. The average yield is estimated to be 600 pounds or more per acre.

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Inquiries regarding the cooperation of the Department in the leaf growing of tobacco in any of these areas, may be made of the Chief of the Bureau of Soils, or of G. T. McNess, the chief tobacco expert of the Department in Washington, or W. M. Hinson, expert in charge of the work in Texas, whose present headquarters are at Nacogdoches, Texas.

TARIFF CUT WOULD WORK INJURY.

Cincinnati Seed Leaf Board of Trade Explains Why.

Cincinnati, O., Jan. 13, 1905.

Editor Tobacco World:

The cigar leaf trade and the cigar manufacturers of Cincinnati and the First Internal Revenue District of Ohio, in common with their colleagues in other parts of the country, are much concerned about the proposal to reduce the tariff on cigars and tobacco from the Philippines to 25 per cent of the present tariff rates.

This industry has been for years singularly harassed by legislation affecting the national revenues, and which does not by far obtain to the same extent in any other branches of industry.

The tariff on imported leaf tobacco and cigars, excessive as it is on some kinds of leaf tobacco, is recognized as necessary. The trade has adapted itself to the conditions, but it requires stability both in the tariff and the administrative features thereof, to insure continued success as a prosperous business and a national revenue producer.

With the enactment into a law of the contemplated reduction to 25 per cent on all tobaccos and cigars coming from the Philippines, there can be no question but that everyone connected with the industry down to the humblest worker, both in shop and field, would be very materially injured and in many cases ruined. Every workman in cigar factories, every farmer, both land owners and tenants raising cigar leaf tobacco, would unquestionably have to abandon the manipulation and cultivation of cigar leaf tobacco, and to that extent depreciation in the value of tobacco lands would follow.

Cheap land, the cheapest kind of labor, both of which everyone must admit exist in the Philippines, coupled with a tariff of but 25 per cent of present rates, are the factors that will afford the aforesaid undesirable conditions.

It has been amply shown that Philippine cigars and tobacco can be laid down in the United States under the 25 per cent rate at prices with which no dealer in tobacco and no manufacturer of cigars can possibly compete.

The standard of wages and cost of living in the United States bears no comparison to the simpler necessities of the Philippines, and any discrimination in favor of the so called "poor Filippinos" that works a hardship on a deserving class of our own people is a violation of that sense of justice which has always characterized the American people.

The Seed Leaf Tobacco Board of Trade of Cincinnati.

JULIUS C. FREI, President.
JNO. STAUN, Secretary.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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The cigar leaf trade and the cigar manufacturers of Cincinnati and the First Internal Revenue District of Ohio, in common with their colleagues in other parts of the country, are much concerned about the proposal to reduce the tariff on cigars and tobacco from the Philippines to 25 per cent of the present tariff rates.

This industry has been for years singularly harassed by legislation affecting the national revenues, and which does not by far obtain to the same extent in any other branches of industry.

The tariff on imported leaf tobacco and cigars, excessive as it is on some kinds of leaf tobacco, is recognized as necessary. The trade has adapted itself to the conditions, but it requires stability both in the tariff and the administrative features thereof, to insure continued success as a prosperous business and a national revenue producer.

With the enactment into a law of the contemplated reduction to 25 per cent on all tobaccos and cigars coming from the Philippines, there can be no question but that everyone connected with the industry down to the humblest worker, both in shop and field, would be very materially injured and in many cases ruined. Every workman in cigar factories, every farmer, both land owners and tenants raising cigar leaf tobacco, would unquestionably have to abandon the manipulation and cultivation of cigar leaf tobacco, and to that extent depreciation in the value of tobacco lands would follow.

Cheap land, the cheapest kind of labor, both of which everyone must admit exist in the Philippines, coupled with a tariff of but 25 per cent of present rates, are the factors that will afford the aforesaid undesirable conditions.

It has been amply shown that Philippine cigars and tobacco can be laid down in the United States under the 25 per cent rate at prices with which no dealer in tobacco and no manufacturer of cigars can possibly compete.

The standard of wages and cost of living in the United States bears no comparison to the simpler necessities of the Philippines, and any discrimination in favor of the so called "poor Filippinos" that works a hardship on a deserving class of our own people is a violation of that sense of justice which has always characterized the American people.

The Seed Leaf Tobacco Board of Trade of Cincinnati.

JULIUS C. FREI, President.
JNO. STAUN, Secretary.

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1845

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son

HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St. Phila.

K. STRAUS A. LOEB

K. STRAUS & CO.

IMPORTERS OF

DEALERS IN HAVANA LEAF TOBACCO

301 & 303 NORTH 3rd ST.

PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street,

PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

IMPORTERS of

Young & Newman, Sumatra & Havana Y&N

217 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

The Old Salesman's Musings.

CURB YOUR IMAGINATION.

There was once a circus which fell by inheritance to a man who didn't know anything about circuses, but had ideas on everything. This man looked the show over after he had taken hold, and sized it up as a fair, average circus. He had a confab with his press manager, and took this position:

"See here; I am tired of seeing these glittering lithographs which promise all sorts of impossible things, and make any number of absurd claims. This is a pretty good show, but it isn't any wonder of the world, and we're going to take the public into our confidence and tell them just exactly what we have. When they come, and discover that, if anything, we have under-promised, we'll get to be the most popular show on the road.

"We haven't got three rings, and we aren't going to say so. We've got one elephant, not seven, four monkeys, not two cages full. Our acrobats are clever, but they're not the greatest in the world. The women trapeze artists are well worth seeing, but they aren't unique.

"I simply want you to go over our advertising literature with a fine tooth comb and revamp it until we've simply got a straightaway outline of what really comes off."

The press man shook his head and shrugged his shoulders, but he knew the folly of trying to convince a man who doesn't know anything about it, so he went ahead.

The lithographs and posters were a curiosity, from a circus standpoint, and the public didn't know how to take them at all. The majority of them apparently made the usual discount from the face value of the promises, and, figuring up the result, decided that they would wait for the next show. Business for three months was simply rotten, and made such a heavy drain on the wise man's bank account, that he finally had a quick heart to-heart talk with the press man, and gave him carte blanche. That foxy gentleman made not a single change in the performance, but got out a new set of lithographs. Business immediately picked up and made good, not only in strange towns, but on return dates, proving that the patrons of the show did not consider that they had been fooled.

All of which goes to say that you must put a certain amount of hot air into circulation to make good. As Pete Dailey sings in "A Little of Everything," You Wont Do any Business if you Haven't Got a Band." That sterling line that we all used to scratch bum copy book imitations of—Honesty is the Best Policy—is considerably elastic now-a-days, and practically every man in business is apt toexpand his statements to suit the occasion.

You have to hypnotize a man to a certain extent, to sell him goods now-a-days, and the modern advertisement is a part of the process. Show a man a certain article, and let him examine it thoroughly without comment on your part, and if he is not already eager and ready to buy such an article, you will propably not make a sale. Go at the man with a clever advertisement, and he is interested at once, it doesn't matter whether the ad. is verbal or printed.

The advertisement may boom the article to the skies, but if there is a reasonable percentage of truth in it, the man will not feel that his confidence has been abused. If your advertisement confined itself to the mere statement of bald facts, it wouldn't attract for a cent.

It is in the proper combination of truth and fancy that the value of advertising lies, and the most successful advertisers are those whose judgment is the best in determining this proportion.

The man who lays it on with a paint brush defeats his own purpose and soon acquires a reputation by which the people to whom he makes appeal undervalue the grain of truth that does really exist in his statements.

A certain business man in Philadelphia got into a habit not long ago of exaggerating greatly, everything that he said or printed about his business. The habit grew until it was beyond all bounds and was doing him an amount of harm with his old established trade which was by no means made up by the new business resulting from these methods.

He had a department store on a small scale, and it got so bad that when he happened to have two blankets of an odd lot left over that he wanted to sell quick, he would advertise "A thousand Navaho, superfine blankets come to our hands as the result of a mistake in the invoice. We are keeping them and standing the loss. Our customers benefit. As long as they last today at $3."

One day a couple of old time friends of his stopped in to see him. They hadn't seen each other for some time but had corresponded. The merchant was proud of the business he was doing and began to talk fulsomely about it. His friends were politely interested and asked questions, but always after the department store man had finished a remark, the others would fall into a minute of silent meditation, moving their lips as if calculating.

The merchant noticed it and finally asked about it. "What's the matter with you boys?" he said. "What do you do that for?"

"Oh, nothing," was the answer. The conversation was continued and in a little while the merchant asked again:

"Tell me why you do that? You make me nervous."

"Well," said one of the visitors hesitatingly, "we are just translating you as we go along. We have discovered that it is safe to reduce it to seventeen and a half per cent to get facts."

The merchant was rather inclined to get mad but they laughed at him and then gave him a good talking to. They told him that everybody was getting on to him, that his statements published or otherwise were winked at and laughed at, and that it was up to him to work a quick reformation.

The merchant had sense enough to take their advice, secured the services of a clever advertising man who knew his business, and is building up a reputation for reliabilty. All of which can be summed up in the pithy statement that you can go as far as you like, as long as that isn't too far. THE OLD SALESMAN

La Imperial Cigar Factory

HOLTZ, PA.

J. F. SECHRIST, Proprietor,

Manufacturer of

FINE CIGARS

10c.—UNCLE JOSS—5c.

York Nick---5c.---Best Known

Two Cracker Jacks—Two for 5c.

Oak Mountain Bouquet---Boston Beauties

Puro---Porto Rico Crooks.

Correspondence with Wholesale and Jobbing Trade Only Invited.

Capacity, 25,000 per Day. Telegraph—York, Pa.

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

SAYS CIGARS ARE NOT SO GOOD NOW.

"I WENT into a cigar store the other day to buy a cigar," says a writer in a New England paper, "and I saw some lying in the case that were quite popular a few years ago, but which are not bought very extensively at the present time. The dealer told me that he had had several thousand during the days of their popularity, and that these were some that were left of the lot.

"He added that while they were but an average cigar at the price when they were first placed on the market, that they now were really much better, from the fact that they were made before the revenues were raised. He claimed that the cigars made since the raise in revenue are not of the same quality or material that they were before, and that the cigar referred to was therefore a better cigar than others at the same price.

"The cigars of to-day are not quite what they were a number of years ago. A few years ago it was almost impossible to get a five cent cigar that was fit to smoke, but at the present day, in spite of the fact that it is claimed it costs more to smoke a cigar, the five cent cigars have greatly improved in quality. Every now and then a new five cent cigar is placed on the market, and as a general rule it is pretty safe to buy them when they first come out. If you follow the scheme up, you will be pretty sure to get a good cigar at a reasonable rate.

"Pittsburg stogies seem to be rather popular. A prominent cigar dealer tells me that he sells hundreds of them a month, the most of them being sold by the box. If the right kind of a stogie is bought, it makes a good, clean smoke, and one can afford to consume several of them a day without any pangs of conscience. It would be surprising to learn just how many of these stogies are used in a day by people who can well afford to buy ten or even fifteen cent cigars. Cheroots are sold to a large extent, as is plainly evident by the store windows of cigar dealers."

* * *

HOW TO TREAT A BORE.

IT is not always best to take a woman for granted and go ahead on the belief that you have got her actions all classified and cut and dried.

One man is telling a joke on himself apropos of a box of Christmas cigars. The oft repeated tale of the cigars which a woman selects is the theme, but in this case the cigars were good.

Receiving a festively trimmed box of cigars from a woman friend, the man, without trying them, gave them away, box, gold bands, ribbons and all. The following day the friend he gave them to, who happened to be something of a bore, called at his office and enthusiastically returned thanks for the cigars. Following up his acknowledgement of the favor he asked the donor to dine.

When the dinner was over, he handed out a cigar. It was a particularly fine one and the man who was a guest said so. "Yes," returned the other, "it's one of those you gave me yesterday."

ISN'T THE PIPE RESPECTABLE?

IT is a curious fact that no matter how expensive the manufacture of pipes may become, they are likely always to be held to a certain extent in disrepute as regards their use before the public. In New York, for instance, and indeed in other large cities, the majority of first-class restaurants refuse to allow the smoking of pipes even in the men's cafe, and many clubs limit pipe-smokers to certain rooms.

The University Club, when it moved into its new Fifth avenue quarters some years ago, established a rule that pipes should be smoked in one room only. Now a prominent Brooklyn club, which is especially favored by young college men, has posted a rule that pipe smoking is prohibited in the grill room during dinner hour, from 6 to 8.

It is not exactly clear why pipes should be so much more under the ban than cigarettes, the odor of which many men detest, unless it is because the elaborately carved meerschaum is a distant cousin of the Irishman's clay, but the prejudice, if it may be so called, remains, and it is likely to remain for an indefinite period.

CIGARS THAT RETAIL AT $2.

DURING the holiday season just past there was some demand, at least, for cigars selling at as high as $2 each, the cigars being bought in nearly every case to give away. These and other high-priced cigars, such as sell at $1.50 and $1 apiece, come in trim boxes containing five, ten or twenty-five.

But while such cigars are mostly imported and sold for the holiday season, they may be found on sale and more or less of them are sold the year around. They are sometimes sold for wedding gifts and for banquets and for special costly dinners, where the guest would be more likely to put one of these cigars, when they were served, in his pocket as a souvenir of the occasion than to smoke it, for many of these costly cigars are large and more of a smoke than a man might want to take.

These expensive cigars are of the finest and costliest tobacco and are made with the greatest care by cigarmakers of the highest skill; there are only a few men who can make them at all, and these get high pay for their work. It might be that the mere cost of the labor on the most expensive of these cigars would be 15 or 20 cents each. Nearly all of them are large, most of the costly cigars are also graceful in shape, but not all of them are.

There is, for instance, a $2 cigar that is rather clumsy in its outlines; it is longer than the ordinary big cigar, much thicker, and its general build a stubby, chunky cigar. But while one may or may not admire its type, the cigar itself is made with the utmost perfection of workmanship. There is, for example, another costly cigar that is big, almost straight sided and cylindrical in form and stubby at both ends, certainly not a beautiful model, but the cigar itself simply perfect in its form.

The same is true of all these costly cigars. Whatever the type may be, homely or graceful in outline, the workmanship displayed in the making of them is uniformly faultless, and not only is each cigar in every way perfectly made, but the cigars in a box will be found perfectly matched. These costly cigars represent, in fact, the highest art of cigarmaking.

Such cigars may be found in the showcase, duly labeled, at $1, $1.25, $1.50, $1.75 and $2, and there are some sold in the ordinary way to smokers. There is now and then a smoker who likes that kind of a big, heavy smoke, and who comes in and buys a $2 cigar and lights it up. The purchaser is quite likely to be somebody with plenty of money who is feeling cheerful over a good dinner, but while such cigars are sold at retail there is not often occasion to hand them out to a purchaser.

As a matter of fact, there are not many men who pay a dollar or more for a cigar. No matter how much money a man has or how fond he may be of smoking, he hesitates to pay $1 for a smoke. It is not until a lower price still is reached, say in the 50-cent cigars, that the costly cigar becomes an article of comparatively common consumption.

And, indeed, 50 cents is about the top-notch price for cigars in the most expensive hotels and restaurants. Higher priced cigars may be had, but half a dollar for a cigar is about as much as men often pay.—Exchange.

* * *

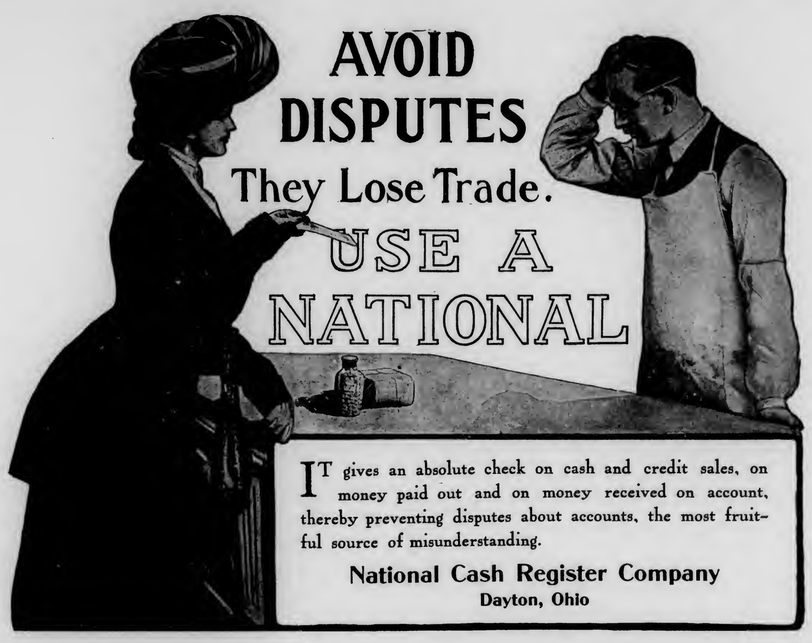
DON'T BE TOO BIG TO LOOK AFTER YOUR STORE.

THERE is a prosperous retail store in Milwaukee which has built up the best part of its trade in the last two years. That length of time ago the proprietor didn't even have his name on the window. He was simply in the business for the money there was in it, and only went around to count up the money on Saturday night. Some of his friends told him, when he complained that he wasn't making a success, that he would lose every cent he had unless he got busy. He took a tumble and did a little clerking on his own account. Now there is no friendlier man in the city. He even has a large sign hanging over the cash register, which reads:

BE FRIENDLY.
DROP IN OCCASIONALLY.

R. A. PATTERSON TOBACCO COMPANY AT THE SHOW.

ONE of the large displays at the recent Tobacco Show in Horticultural Hall was the one made by the R. A. Patterson Tobacco Company of Richmond, Va. The picture shows how Patterson Seal and Lucky Strike, two of the best known brands on the market, were attractively presented to consumers. This exhibit was much larger than the cut gives an idea of, and caused much favorable comment.



IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

National Cash Register Company
Dayton, Ohio

UNION ASSISTS HEALTH BOARD.

Cigarmakers Help Physicians Enforce Sanitary Laws.

Milwaukee, Wis., Jan. 12.

The cigarmakers of Milwaukee are co-operating with the local health authorities in enforcing the sanitary laws of the city. This was one of the first places in the country where the craft joined hands with the authorities in working for the public good.

The idea of assisting the authorities in ferreting out places liable to breed disease has been in vogue among cigarmakers many years.

They never permit a union shop to get in such shape as the majority of non-union shops are in most of the time, according to officers. This is the great reason why you find so many men who are bitterly opposed to organized labor always smoking union made cigars. They know that when they smoke a labeled cigar there is little danger of it having been made in an unsanitary shop.

Few people are aware, doubtless, that in a union shop men are not permitted to squirt tobacco juice about the floor. Every man working in a shop is provided with a cuspidor and he is required to use it. They are death on all germ breeding factories and the filthy practices that produce them.

Union men say tobacco in itself is a germ destroyer, and that during the great cholera plague in Hamburg years ago it was found that men who were employed in the manufacture of cigars were in no danger of taking the disease. But when tobacco dust is permitted to accumulate on a floor, it is liable to become the breeding place of certain disease germs.

Despite the vast number of factories here, the State factory inspector has found conditions excellent, with only occasional instances of complaint.

SHOULD MARKET SLOWLY.

Richmond Tobacco Farmers Advised Not to Glut the Warehouses.

Richmond, Va., Jan. 16.

This week and next will witness large sales at the local warehouses providing weather conditions are not too unfavorable. One warehouse man of this city says:

"There will be good demand for the present crop, and if the farmers will hold off and not crowd the crop on the market within a few weeks, thereby causing a glut and consequent breaking of prices, they will obtain better results.

"Loose sales on the warehouse floors will run until May 1, which will give ample time to dispose of the crop without crowding the market, and if farmers will bear this in mind and distribute the offerings over this period of four months, it will add greatly to the price received."

FINED $25 FOR SELLING TO MINORS

W. H. Minghini, who operates a cigar store on East Philadelphia street, Los Angeles, Cal., was convicted in Justice Gidley's court of selling tobacco to a minor and was fined $75, which he promptly paid. Minghini protested his innocence.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB — EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. — S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER — J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN — CARL L. HAEUSSERMANN — EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

FIGURES FOR 1904 FROM THE HAVANA MARKET.

A Synopsis Which Gives a Detailed Report of Sales in Havana and Stocks on Hand.—Present Market is Still a Little Dull, but Big Transactions are Early Expected.

[Special Correspondence of The Tobacco World.]

HAVANA, January 9, 1905.

The following statistics are herewith presented to the readers of The Tobacco World in regard to the Havana market during the year 1904:

	Bales.	
Stocks on hand, as per report of Jan. 4, 1904, of all kinds of leaf Jan. 1, 1904,	101,407	
Receipts from the country Jan. 1 to Dec. 31, 1904, at Havana of all kinds of leaf,	420,021	
Total supply,	521,428	
Sales reported at Havana by your correspondent from Jan. 9 to Dec. 31, 1904,	322,936	
Stocks belonging to the second hand upon Jan. 1, 1904, as per report of Jan. 11, and which ought to have been eliminated, as the sales should only be from first hands,	41,407	
Receipts from the country sold direct by the farmers to manufacturers and a few American exporters not reported among Havana sales,	67,085	
	431,428	
Balance of stock on hand of all kinds of leaf upon Jan. 1, 1905, in first hands at Havana and ascertained by the various dealers,	90,000	

The above clear synopsis ought to put a quietus for all time upon the malicious reports published, or expressed verbally, that the Havana correspondence of The Tobacco World publishes sales in excess of the actual transactions, and as one party even stated in a printed interview in a New York contemporary, three times in excess of the crop of a single year.

The above figures prove conclusively that the reported sales constituted only about three-fourths of the crop, and are therefore as nearly correct as they can be, as long as no official statistics are kept. A few people may exaggerate the amount of their sales, while others on the other hand diminish them, but the average is approximately true, and answers all needful purposes.

The 1904 crop can be estimated as follows:

	Bales.	
Receipts from the country by railroads, steamers and sailing vessels at Havana Jan. 1 to Dec. 31, 1904,	410,021	
Estimated stocks in the country in farmers' hands, Vuelta Abajo and Partido, about	15,000	
Received by carts, bundled tobacco packed here, and baled tobacco from nearby points, about	10,000	
Eastern end of the island, partly in hands of farmers and dealers, or exported from such ports as Santiago de Cuba, Manzanillo, Gabara, Caibarien and Cienfuegos (Manicaragua),	20,000	
	455,021	
Less received from the 1903 crop up to April 2, 1904,	12,001	
Total estimated 1904 crop,	443,020	

Or say, in round numbers, about:

	Bales.
Vuelta Abajo,	250,000
Semi-Vuelta,	24,000
Partido,	66,000
Remedios,	83,000
Mayari, Yara, Gibara, Remedios, shipped from Caibarien, and Manicaragua from Cienfuegos,	20,000
	443,000

The new year has just opened, and while the transactions are not yet large, a good many northern buyers have arrived during the past week, and there is no doubt that this month will show some big transactions. Prices are very firm.

The latest crop reports are mixed, and speak of a rather diminished growth in most sections for want of uniform rainfalls; still all judgment ought to be suspended as to quantity until next month. If the dry weather prevails the quality will be too heavy and unsuitable for the clear Havana manufacturers in the north as well as here.

Sales

ran up to 3,516 bales in all, or 918 of Vuelta Abajo, 78 of Partido and 2,520 of Remedios. American buyers took 2,398, European exporters 393, and local manufacturers 725 bales.

Buyers Come and Go.

Arrivals:—C. S. Egerton, of Egerton & Joel, Anto. Fanego Rico, Boston, Mass.; Louis Goldsmith and Charles Barthen, of L. Goldsmith & Co., Max Stern, of Lewis Sylvester & Son, New York; Harry Nathan, representative of Loeb-Nunez Havana Co., Philadelphia, M. Pareda, of Granda Hnos., H. L. Simon and Michael Hirsh, of Montreal, Canada; Harry Esberg and J. Lowe, of Esberg-Gunst Co., G. W. Nichols and F. L. Artolozaga, of G. W. Nichols & Co., and Luis Martinez, of the Martinez Havana Co., Key West; Wm. Hooker, of Hooker Cigar Co., Minneapolis, Minn.; Mons. Blondeaux, the French regie buyer, from Paris, France. Returned:—Sidney Goldberg, of S. L. Goldberg e Hijos, New York and Havana.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez — Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. — VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. — G. W. MICHAELSEN. — H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Departures:—Facundo Arguelles, for Tampa; Harry Esberg and J. Lowe, for Key West, and to leave on the 10th, Frank Dominguez, for Philadelphia.

Havana Cigar Manufacturers

are a trifle less busy now than is usual at this period, but the large independent factories are nevertheless well supplied with orders and have not discharged any cigarmakers. Everybody expects to see a good business for the next five months, and then it will depend upon how the prospects of the new crop are turning out as to wrappers, colors and quality.

Busy factories are H. Upmann, Partatagas, Ramon Allones, Sol, Crepusculo, Por Larranaga, El Rico Habano and La mas Fermosa. H. Upmann & Co. shipped 400,000 cigars last week. J. F. Rocha & Co.'s strike lasted a couple of days and was quickly settled.

The new label is now being used universally by every manufacturer to all countries, and is a guarantee that the cigars are made in the island of Cuba.

Buying, Selling and Other Notes of Interest.

Frank Dominguez has been a heavy buyer in the Havana market, securing a large number of bales of Remedios and Vuelta Abajo leaf, so that E. A. Calves & Co. will have a choice stock to sell.

Gonzalez, Benitez & Co. were the heaviest sellers this week, disposing of 900 bales of Remedios and Vuelta Abajo to a number of buyers in town.

Sol Hamburger has made good use of his three weeks' stay in Havana, as he has already purchased fully a thousand bales and has not finished yet. That he has picked out only the best goods stands to reason, and as he is a close buyer, the high prices which he has been obiged to pay will be represented by the first quality. He has purchased principally Vuelta Abajo leaf.

Sobrinos de V. Diaz commenced the new year well, selling 650 bales of Remedios.

Facundo Arguelles bought in all 789 bales of fine Vuelta Abajo fillers.

Sobrinos de A. Gonzalez turned over 400 bales of Vuelta Abajo and Remedios, and are trading on some larger lots with a number of parties.

Mendelsohn, Bornemann & Co. are busy.

Aixala & Co. disposed of 200 bales of Vuelta Abajo. Don Jose Aixala returned from his short trip to Tampa, bringing along several orders.

Grau, Planas & Co. turned over 100 bales of Remedios.

Joaquin Hedesa did a fair business in Key West on his last trip.

A. M. Calzada & Co. bought and sold 100 bales of Vuelta Abajo and Remedios.

A. Waldman, of the firm of J. Friedman & Co., Chicago, who was reported here as having arrived three weeks ago, has finally made his appearance in town, and it was rumored that he must have been hidden in the Vuelta Abajo all the time.

Monsr. Blondeaux, the French regie buyer, is looking over the condition of the market preparatory to making his selection of leaf for this year.

Rabell, Costa & Co. disposed of 64 bales of Vuelta Abajo.

The two chief trust lawyers, Parraga & Govin, received orders by cable to come to New York and report at headquarters, 111 Fifth avenue, and left last week, with only a few hours' notice. People here are wondering what is up.

Antonio Suarez sold 11 bales of wrappers for $6,000 to a local manufacturing concern.

Jose H. Cayro shipped 125 bales of his stock to Key West customers.

Voneiff & Vidal Cruz are busy at work stripping for their customers.

Harry Esberg, with his foreman, J. Lowe, arrived on Friday and left again on Saturday. He had just time to register some tobacco. He left so quickly on account of the fact that his brother, Alfred Esberg, of San Francisco, is going to be married to Miss Sussman on the 17th, therefore Harry could not tarry if he wants to get to San Francisco in time for the wedding festival.

Receipts From the Country

for week ending Jan. 7, 1905:

Vuelta Abajo,	950	bales
Semi Vuelta,	62	"
Partido,	76	"
Remedios,	739	"
Santiago de Cuba,	169	"
Total	1,996	"

ACCIDENT POLICY FOR EACH OF ITS SALESMEN

The Queen City Tobacco Co., of Cincinnati, manufacturers of the Red Devil brand of smoking and chewing tobacco, has sent the following notice to every salesman employed by the Company.

We have decided to make you a present of an Accident Insurance Policy for $5,000 for one year from date, and enclose herewith blank application, which, if you have not already done so, you will please fill out and return to us at once.

We sincerely hope that you will not have occasion to need this, but in the event of accident, which is apt to happen to us all, and especially to traveling salesmen, it will come in very handy, carrying, as it does, $5,000 death insurance. It is also re-assuring to those depending on our salesmen, wives, mothers, etc., to know, that in the event of a misbap you will be paid for your loss of time while ill.

Yours truly,
THE QUEEN CITY TOBACCO CO.

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Vrasak.

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK

S.S. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS
LEAF TOBACCO
100 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "Hirsh."
Joseph Hirsch & Son
A. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

[From The Tobacco World's Correspondent.]

New York, January 16.

THE WEEK'S MOVEMENT IN LEAF.

Since the beginning of the new year, all firms have been very busy sampling their holdings and dispatching their salesmen to respective territories. Some returns in the shape of orders have been coming in slowly from the nearby cities already visited, and inside of a week business is expected to hum.

Quite a few Western buyers have appeared and acquired good blocks of the new force-sweated Connecticut. This tobacco is showing great activity for so early in the season, and as soon as a lot is sweated and sampled, it finds a ready sale.

The manufacturers have taken hold quite freely of the 1903 Zimmer, and sales of 1,000 cases at 15½@16c have been reported. Pennsylvania broad leaf, old Wisconsin Bs and quite some 1902 Wisconsin binders have changed hands recently.

Sumatra is moving well, considering the low stocks the importers carry at this season. If what reports we receive from Holland are correct, every bale of this old crop will bring its price by summer, but the Amsterdam reports are sometimes like the Wall street tips. We all remember last year, we were going to have "large percentage of light colors and big yield."

Havana is moving in an upward direction, and the market is in a good, healthy condition. Limited stocks of old tobacco, and more inquiry as to the new crop are being heard.

• • •

A WORD TO THE WISE.

We had a most interesting caller in The Tobacco World office the other day who is one of our successful jobbers in leaf tobacco, but who certainly can make "Ralph Rose" look like thirty cents when it comes to handling the hammer. He started his conversation like this: "What in —— is the matter with those Havana importers—going to Cuba and running up prices the way they have, and then expecting jobbers like myself to sell our customers 1st Capaduros at 60 to 65c? They don't realize that such prices are a temptation to the honest manufacturer to water his milk with seed, and the manufacturer who only uses half milk at the present time, will use all water in the future; then what will the Havana importer do? The devil only knows we use little Havana enough since the Spanish war."

During this monologue there entered a man who is recognized as a very level-headed tobacco merchant, who buys tobacco in every clime. He took exception to the remarks by saying; "Just let me post you, my friend, as to the real situation in Havana tobacco. I have been to Cuba investigating this crop several times since it was planted and cut, and at the beginning every one agreed that the Vuelta and Remedios bade fair to be a very fine crop, but on account of the gum in the Remedios, it would be late in March or April before it would be sweated well enough to use. Well, the opinions have changed since then, and the Vuelta did not show the beautiful tobacco we expected, while the Remedios is ready for use now, instead of March. As to prices being high, that is easy to account for. When the war closed every farmer planted tobacco and raised a crop—good, bad and indifferent—and the result was such a glut that prices went to the lowest ebb. And every year since then there has been a reduced acreage in the Remedios section, and the farmers have turned their attention to planting sugar.

"Certainly, during this past year fully 25 per cent less tobacco was planted in Remedios. I should judge the crop to be, say 200,000 bales, of which 70,000 bales are 1st and 2d Capaduros. Is it any wonder prices are high when the supply is so limited? Take my word for it, you will be glad to get aboard at 60c inside of six months. Even the manufacturers who visited Cuba and kept posted, are at this time buying the new tobacco in New York. We in New York may think the Philadelphia manufacturer slow, but if this trade only knew how much new Havana the cigar manufacturers of Philadelphia have acquired in the past month, they would allow that the Philadelphia pace was fully up to if not ahead of the New York standard. A word to the wise is sufficient."

• • •

CAN'T GET TOGETHER ON TARIFF.

"Did it ever occur to the members of the trade the cause of so many unsuccessful attempts at legislation in Washington on behalf of the tobacco trade?" This question was asked of your correspondent by a tobacco merchant of forty years' experience, who continued as follows:

"Away back in 1878 the Government was considering the raising of the tariff on imported tobacco, and a meeting of our Leaf Tobacco Board of Trade was called and a committe appointed, consisting of Edgar M. Crawford, Gerson Mayer, Darius Ferry and Simon Auerbach, to go to Washington to confer with the Ways and Means Committee. On their arrival they talked the matter over, and each member of the committee presented his views.

"After having done so, the chairman (Congressman Abraham S. Hewitt, from New York), addressed them as follows:

"'Gentlemen, we would ask you to return home, and when you can agree among yourselves as to just what you want, let us know, and we will try to grant your request.'

"But up to this day no representative committee of the tobacco business has ever been able fully to agree upon any tariff rate offered by the Government, and it probably never will.

"The reason for this dissension is plain. We have three distinct interests to contend with—Havana, Sumatra and seed—and although they are all classified under the head of cigar leaf tobacco, they are as different as trotting, truck and car horses, and can hardly be expected to travel in the same class. No matter what rate of duty is imposed, it necessarily works a hardship on one commodity or the other. I expect to be many years older before we see a 'community of interests' on tariff in the leaf tobacco trade."

• • •

JOTTINGS.

John Wardlow, of Ruy Lopez fame, arrived at the home office on the 12th, looking exceedingly well and prosperous. He expects to remain with us about two weeks, when he will return to the factory at Key West.

The Florida Tobacco Co., in other words, Mr. Alex Shaw, of Quincy, Fla., has opened a very up-to date office at 131 Maiden Lane. They are showing a few sample bales of their fine product, as a type of what kind of tobacco to expect when they get to rights. With the very able assistance of Edward C. Downs, who was for years with Schroeder & Arguimbau, success is assured.

Charles P. Bidwell will shortly leave for the East, carrying the colors of S. Ruffin, Inc., importers of Havana. This firm has had wonderful growth since its conception, and with the added prestige of J. W. Jacoby, formerly of I. J. Schoener & Co., and Charlie P. Bidwell, should rapidly reach a position of even greater prominence.

The offices of Ernest Ellinger & Co., 161 Water street, have undergone extensive alterations, and business has started up very promisingly. With the assistance of S. H. Friedlander, the success of this new firm is assured.

J. H. Duys, of H. Duys & Co., in company with the firm's genial representative, "Bob" Uhler, sailed into Reading and York county the past week, and as usual something was "doing."

Henry Fisher, representing A. Cohn & Co., has returned from Boston after spending a week selling Sumatra to his many customers.

Chas. E. Crawford, of Dohan & Taitt, of Philadelphia, closed out several lots of tobacco in this market this week. Charlie is certainly one of our "old timers," but works like a "four-year-old."

Ben Rothschild, of Rothschild, Son & Co., Chicago, was a large buyer in our market this week. We are always glad to see Ben.

Harry S. Rothschild, and there is only one Harry S., returned from his Key West factories, and is again taking up the management of the immense Waldorf-Astoria Segar Co.

Jesse Falk, of G. Falk & Bro., is having his samples of Sumatra made ready for another of his whirlwind trips on the road. Jesse's great business has never tempted him to smoke a cigar, and still he does know how to sell tobacco.

RETAIL NUBBINS.

Richard Green, manager of the Norma Martinez Cigar Co.'s stand in the drug store at No. 240 Broadway, was for years the manager of the cigar department of the Hegeman Drug Co., at No. 200 Broadway, and is one of the best known cigar salesmen on lower Broadway. He reports a thriving business, and for a drawing card has in his window a photographic group of school children on a Porto Rican tobacco plantation. Crowds stop to gaze at the photo, and their eyes naturally wander from the photograph to the stock of cigars and smoker's articles artistically displayed.

"Tom" Roberts, who is the manager of the cafe of the Hotel Endicott, has always some eye-catching idea for the cigar stand, which is run by Thomas Buckley and William Ottman. The patronage of the Endicott is largely horsey and sporty, and not a few well-known medical men and newspaper men occasionally rest an elbow on the bar rail or on the cigar case.

John Kennally presides at the cigar stand at the Hotel Majestic, and Chris Farley brags about the cigars sold over the glass case at the Buckingham.

Among the visitors to the New York office of The Tobacco World, at No. 7 Burling Slip, yesterday was Charles Testera, the superintendent of the Columbia Yacht Club, whose beautiful club is at 83d street and Riverside Drive. Another visitor was George Grant, who runs the cigar department at Kid McCoy's cafe, at No. 1432 Broadway, while another was John Fenton, who has charge of the cigar department in Wilson's drug store, at Broadway and 42d street.

"Al" Gleaning, who has the stand at the Montauk, at Maiden Lane and William street, reports a rapidly increasing business.

In a cigar dealer's window on Nassau street I saw pedestrians stop to read a set of maxims said to have been compiled by Stephen Allen a former mayor of New York who, with others, lost his life at the burning of the steamboat "Henry Clay" off Yonkers, several years ago.

The maxims were as follows:

"Keep good company or none. Never be idle. If your hands cannot be usefully employed, cultivate your mind.

"Always speak the truth. Make few promises. Live up to your engagements. Keep your own secrets if you have any.

"When you speak to a person look him in the face. Good company and good conversation are the very sinews of virtue.

"Good character is above all things else. Your character cannot be essentially injured except by your own acts.

"If one speaks evil of you, live so that no one will believe him.

"Drink no kind of intoxicating liquors.

"Ever live (misfortune excepted) within your income. When you retire think over what you have done during the day.

"Make no haste to be rich if you would prosper. Small and steady gains give competency with tranquility of mind.

"Never play any game of chance. Avoid temptation through fear you may not withstand it."

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
KNOX SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

PRETTY GOOD IN CHICAGO.

Salesmen are Out and Business is Lively Enough to be Satisfactory.

Chicago, Jan. 14.

Considering that only two weeks have elapsed since the holidays, trade conditions in this part of the West are very satisfactory. Naturally enough, the lull that usually follows the holiday season is felt in some measure. The fact that no failures are reported, and that all hands are busy either making inventory, serving customers, or planning larger fields of operation, speaks plainest for general conditions in the western field just now.

I. Latzar, who has been on a brief business trip to Cincinnati, is expected home tomorrow evening.

Gus Hoefer, who has gone to represent E. A. & Co., at San Francisco, briefly visited friends here lately.

W. F. Monroe, the popular down town dealer in the Tribune Building, is preparing for an extended visit to Florida in the near future. His wife and children will accompany him, and the trip will consume several months time.

Leo W. Mayer, vice-president of the Hilson Company, was a visitor this week.

Harry Harris, secretary of the Khedivial Company, manufacturers of cigarettes, has returned from the East and will leave at once for an extended Western trip.

Manuel Lopez, of Manuel Lopez & Co., New York, visited here this week on his way to the Pacific coast.

C. J. Holton, of Detroit, and several other members of the Cigar Dealers' Association of America, recently attended a meeting of the Chicago Retail Drug Association, which body they addressed on matters touching the cigar interests, and urged the handling of independent goods. The members of the National are doing good missionary work in more ways than one.

Your correspondent recently visited the Chicago headquarters of Geo. Schlegel, the well known manufacturer of cigar box labels and trimmings. E. E. Thatcher, the able manager of this end, spoke in good terms of the patronage enjoyed by the Chicago house. He anticipates a good year and says the tendency of the trade to adopt private brands, is on the increase.

The E. Hoffman Co., Chicago's reliable manufacturers and importers, continue doing business at the old stand. They carry, in addition to their well selected stock of cigars and tobaccos, a large assortment of smokers articles. The firm are distributors for the well known Bachelor cigar, in which they report an excellent business. They also report good sales in Hoffman's Spillman mixture, which it is claimed, to "the man behind the pipe," makes an excellent smoke.

Col. Diffley's several retail stores all appear to be enjoying their full measure of patronage, as do also those of President Breitung.

Among leaf men, some changes are noted. J. Waitel has associated himself with the Wedeles Bros., and Mr. Levison has gone to the Rothschild Sons & Co. Messrs. Hathaway, of H. Smith & Co., Springfield, Mass., Levison of J. Bernheim & Sons, New York, Chas. Waxelbaum, of A. Cohn & Co., New York, Soliday and Benno Newberger, of E. Rosenwald & Bros., New York, are late trade visitors. Sol "Dewey" has joined the forces of Metzger & Co. The firm of L. Abeles & Co. have dissolved partnership, W. Wetzler retiring from the business, and L. Abeles & Son to continue the same.

Leo Tuska, the busy broker in leaf tobaccos, appears to be enjoying his full proportion of business, and says the year is opening well with him. LOBERG.

1904 PRICES IN RICHMOND.

According to an estimate made by several prominent tobacco men, of Richmond, a few days ago, the general average of prices received this season has been from 75 cents to $1 a hundred pounds higher than the prices of last season. On the lower grades the increase has been larger. One man said that all his grades have cost him more than $1 higher this season than last. On the upper grades, however, the increase has been less, and so the general average has been made.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

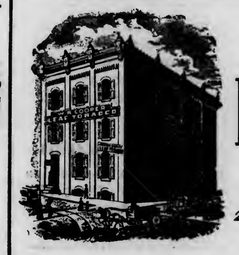
J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. McMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
One Year, **$1.00**; Six Months, **75** Cents; Single Copies, **5** Cents.
In all countries of the Postal Union, **$2.00** per year, postage prepaid.

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PHILADELPHIA, JAN. 18, 1905

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

PHILIPPINE COMMISSION RECOMMENDS 25 PER CENT RATE.

Secretary Taft has submitted to the President the annual report of the Philippines Commission and the President has transmitted it to Congress. The Commission among other things, recommends that the tariff on sugar and tobacco be reduced to not more than 25 per cent of the Dingley rate, and suggests legislation authorizing the Commission to make reductions on present and future tariff schedules when, in its opinion, to do so will be in the public interests.

Secretary Taft's action would seem to indicate that he still believes the 50 per cent cut to be the only one advisable in spite of the rumor that he had consented to a compromise at 50 per cent of the Dingley rate.

The legislation has not yet been enacted, however, and it behooves those who are fighting against it to continue operations. Each week produces a batch of additional protests from various trade bodies throughout the country and as all of these are sent to Washington, it must by this time be fairly obvious in the Capital that there are a few persons in the United States and in the Republican party who are rigidly opposed to any such change.

The mere fact that the domestic interests may not be of absolutely one voice as to precisely what the rate of duty shall be, does not seem to be a good reason for nearly eliminating it altogether.

It would appear that while, personally rather inclined to the cut, President Roosevelt appreciates the fact that there may be more than one side to a question, and is desirous of satisfying himself of the rights of the matter before action is taken.

WORRYING ABOUT THE CIGARETTE.

The cigarette seems to cause an amount of trouble out of all proportion to its size. Medical authorities are continually disagreeing as to whether it is deadly, and there are always to be found a half dozen or more cities where a frenzied crusade is being waged against it.

Aside from the question of the potency of the commodity as a health destroyer on general principles, it does not seem quite clear why there need be so much worry about the cigarette habit in boys. A boy with the average boy's rugged health will not smoke more than a limited number of cigarettes if he smokes any, for the reason that he wont crave them.

Your cigarette fiend isn't healthy, and in the majority of cases he smokes continually because he is in bad health, instead of being in bad health as a result of his smoking. The most forcible argument against the sale of cigarettes to boys is that it helps them to form a habit which they might otherwise not form until their judgment and selfcontrol were more matured.

The child cigarette fiend in practically every case has the sort of nervous system that would have found some outlet whether it was cigarettes or not. The temperament of the American boy is such as largely to protect him against the desire for excessive cigarette smoking, and in his case, the father of the desire is merely the wish to be a hero.

In Spain it is different. The cortes has received a bill from the minister of the interior absolutely prohibiting the sale of tobacco, cigars or cigarettes to any person under 17 years, and provides a penalty carrying a heavy fine or imprisonment. This is because of a claim that racial degeneration in Spain is due in a great measure to the use of cigarettes by the young, but it is doubtful if the race is confronted by any new conditions.

GOODS ORDERED ARE NOT ALWAYS PAID FOR.

The trade is warned against the man who rented a store on Ninth street, Philadelphia, last week, and succeeded in getting several bills of goods on credit, sold them at cheap and hasty private sale and skipped out. The man gave the name of "H. Jackson," and was apparently a perfect stranger in this city. He evidently expected to find Philadelphia a very easy mark, and was throwing out his lines in other directions when forced to duck.

Jackson ordered bills and had them sent C. O. D. He offered checks, which were refused in some cases but accepted by the expressmen in others, in which cases the goods were left. If it were less easy to get credit in the cigar and tobacco business, swindlers of this sort would find themselves helpless. Anxiety not to lose any business, however, induces some jobbers and manufacturers to take long chances, and it is by the purest of good luck rather than good management that Jackson did not succeed in getting away with more goods than he did.

THE following is taken from the Providence Journal:

> There is no ground for the professed fears of the tobacco growers of this country that lower duties on Philippine tobacco will unendurably injure them, as may readily be understood by those who note that about two-thirds of the country's crop is now exported.

There we have it. The only thing left now is for the tobacco trade to hide its diminished head in chagrined shame.

Philadelphia Tobacco Trade.

Swindler Operates on Ninth Street.

A smooth proposition, who had chosen as a cognomen "H. Jackson," spent a few busy hours in Philadelphia last week, and came mighty near making a number of manufacturers and jobbers sick at the pit of their stomachs. As it is, some of them are guessing, but it is not believed that the man got away with very much.

"H. Jackson" arrived in town and rented No. 160 North Ninth street, paying out $50 in real money. He had his sign put on the window in white enamel, "Jackson's Cigar Store," and induced a firm which sells cigar store fixtures to deliver a set of showcases, etc., for which he made an initial payment of $10.

Thus fitted out, "H. Jackson" visited a number of manufacturers and jobbers, who found him a very agreeable individual. He left orders for 4,000 cigars at one place, and similar orders at others, the merchandise to be paid for on delivery. The store was to be opened last Thursday afternoon. Many of the bills arrived, and those expressmen who kindly consented to be hypnotized were presented with a brand new check which "H. Jackson" would remove from a book of busy-looking stubs. The only tiny irregularity important enough to mention was the fact that "H. Jackson" had not gone through the formality of depositing any money in bank.

Somebody gained a little wisdom and began to ask questions here and there, some friend told "H. Jackson" that it was about time, there was a sudden disappearance, and those who had sold bills on credit gathered around No. 160 to engineer a bunch of replevins.

About the first warning that the momentary proprietor was not AAA1 was given by the Keystone Tobacco Co., of North Ninth street, the members of which firm had watched with mixed interest "H. Jackson" carrying cigars out of the store and selling them around the corner.

It is now believed that the man's plans originally admitted of his keeping his store a day or two longer, so that he could conduct his swindling operations with this business address as a background. It is said that a representative of a certain cash register concern wined and dined "H. Jackson" at Green's in order to effect a sale, and that when the newly-embarked cigar store proprietor casually mentioned that he wanted to buy a couple of diamonds for his wife's birthday present, a friend of the cash register salesman steered him up against a jewelry house and showed a disposition to vouch for him. "H. Jackson" ordered the stones delivered at the Ninth street address, Check O. D., but the jeweler did not seem to care to do a face business.

Here and There With the Retailers

While no retailer was doing a land office business this week, there were few if any kicks coming, as every dealer who was asked, declared that he thought the market at least normally active for this time of year. Some had a little better report than this to make, but it is safe to say that the average business done was as good as any January can show for some years. There was an average demand at the Chestnut street stores, but in the residence sections trade suffered a little perhaps from the fact that the Christmas donations have not all been smoked up yet. All dealers expect the month to end well, however, and February to open up better than ever.

Z. John Norris, the local representative of the Thomas Allen Tobacco Co. and of I. Lewis & Co., whose popular countenance is extremely well known among Philadelphia dealers, spent last week in Newark and New York, planning the local campaign for the coming year.

Augustus Fleck, of Fleck & Co., which firm recently retired from business at 220 Market street, is about leaving for an extended trip through the South. Mr. Fleck expects to put in two months or more down where it's warm.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.

L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.
1133 Ridge Avenue, Phila.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

The store at 144 North Eighth street, which is operated under the name of the Pennsylvania Cigar Stores Co., has been sold again and is now being operated by M. Gartner and Albert Lang as Gartner & Lang, although the establishment will continue to trade under the name of the Pennsylvania Cigar Stores Co.

Both of the new proprietors are men of thorough experience as manufacturers and retailers, and are prepared to make the stand a very prosperous one. The two are New Yorkers, but are fairly familiar with this market.

The store, until a few weeks ago, was operated by Wm. Catlin, who in order to join the Victor Thorsch Co., sold out to Hartman & Kohn, of New York. During the latter's holding, the place was managed by E. E. Shaw.

C. A. Smith & Co., jobbers at 18 South Delaware avenue, have retired from business and sold the stock, fixtures and good will to Runge & Co., who will conduct a retail store at that address. The latter company have been doing business at Delaware avenue and Chestnut street, but have been compelled to vacate to allow the Pennsylvania Railroad Co. to erect a warehouse on the site. The removal took place late last week.

Wm. H. O'Keefe, of South Fifth street, has decided to give up the cigar stand which he has been conducting in the front of the saloon at 835 Market street, and will close it up on Friday of this week. Mr. O'Keefe finds it necessary to devote more time to his main establishment.

Walter H. Lazar, Chestnut street below Tenth, has a handsome window display of the La Verdad brand, which he offers in fifteen sizes.

A report was circulated this week that the United Cigar Stores Co. had taken the Bainbridge Shoe Store at Second and Market streets, in which to open a branch. It seems probable that the report is true, although the manager of one of the local United Stores refused to confirm it.

With Manufacturers and Jobbers.

Jos. Wertheim, of Jose Lovera & Co.; W. T. Taylor, the American representative of the Punch and the Romeo and Juliet factories; and Tom E. Bowen, of Guerra, Diaz & Co., were among those who got around among the Philadelphia trade during the week.

R. Choate, who was connected with Fleck & Co., 220 Market street, for seventeen years, has entered business for himself as a jobber at 111 Market street and will sell cigars and tobacco.

Frank Winslow, manager of the cigar department of Finley Acker & Co., will retire from that position in order to become a full partner with Wm. H. Hartley, of 2333 North Eighth street, who is already well known upon the market with his American Traveler brand. The new firm will enlarge the present business extensively.

D. Dubin, jobber at 722 South Ninth street, who became insolvent some months ago with assets of about $115, has been discharged in bankruptcy, and Albert Driver, Referee in Bankruptcy has sent out a circular to creditors announcing that there are no funds and asking the creditors to come up with the expenses which have already been incurred.

Leaf Dealers' Jottings.

The leaf market has been fairly active during the week so far as inquiry is concerned, but there has been a disposition on the part of buyers who want goods to hold off a bit. The prices are ruling very high, much higher than this market is used to, and buyers don't feel like paying what they will finally have to. Pennsylvania is scarce and high, Connecticut wrapper is high, and the buyers for the leaf houses who have already been to Havana, report the same conditions there. There does not seem to be any possibility of a much easier market. The inquiry, however, is quite good for this time of year, and the few salesmen who have already started on the road are making some returns. In a few weeks practically all the leaf salesmen will be out on their territory, and it is expected that the business will be average good.

George Burghard received a nice lot of Connecticut wrapper this week. A. M. Lake will start out on the road in about two weeks.

The leaf house of Morris Rosenberg, on Third street, was closed yesterday on account of the funerai of Joseph Rosenberg, a brother of the leaf man, who died on Sunday.

Walter T. Bremer, of Bremer Bros., has returned from a short trip on the road, and will go out again next week. He considers that he did very well for January.

Frank Dominguez, of E. A. Calves & Co., has returned from Cuba, where he was buying for the firm, and is anything but optimistic over the conditions as he found them. The tobacco was not of particularly high grade and the prices were very much higher than last year.

W. H. Myers, of E. A. Calves & Co., left last night to make the New York State trip.

L. P. Kimmig, of L. P. Kimmig & Co., has returned from Connecticut where he acquired considerable tobacco which he will pack both at Hatfield and Lancaster. Mr. Kimmig says he paid stiff prices for his holdings, but believes it will continue to be a high market.

George W. Newman, of Young & Newman, leaves today for a Western trip, where he expects to find things in lively shape.

F. Eckerson has left for Cuba to buy for the Eckerson house. The new year is starting with a satisfactory demand with this firm.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

WANTED—City Salesman with some trade, by well-known Philadelphia leaf house carrying a full line. Address, with particulars, LEAF, Box 114, care of The Tobacco World.

The Best Way to Increase Your Business

is to buy the Very Best Tobacco you can get. We have it in all grades, at Reasonable Prices. Why not buy from us and get the Very Best in the Market?

HIPPLE BROS.

231 Arch Street,

PHILADELPHIA.

Importers and Packers of LEAF TOBACCO

WAITING FOR UNITED CO. TO ACT.

Milwaukee Dealers Would Not Stand for More "Tag" Stores.

Milwaukee, Wis., Jan. 17.

The half dozen tobacco and cigar men of this city, who attended the sessions of the Cigar Dealers' Association of America in Chicago last week, are full of hope of great benefits from this meeting, and Milwaukee stands ready to do her share in "agitation, education and publicity" against the trust, as urged by President Lane in his written address to the convention. While not a single cigar dealer in Milwaukee or Wisconsin is named in the list of officers or on the executive committee, still this section can be expected to supply some of the funds and some of the hustling men needed in any war to be waged.

Since the Chicago meeting local dealers are getting braver about discussing the probable action in this city against the chain of stores system. If the business done by the two local retail stores was heavy enough to affect the business of other first-class stores, there would have been joint action with the Chicago independent dealers when this plan was proposed some time ago. But thus far, no reliable dealer in this city has felt like making a fuss, simply because he has in no way felt the encroachment of the chain stores, which, on the other hand, have made little noise, attending to their own business. Consequently, in Milwaukee, there has been no trouble and no ill feeling. Just how long this will last is the length of time before other chain stores are established here. The advent of any more "tag" stores would mean that something had to give. As it is, local dealers do not want to be pushed into a fight of any kind until they have sufficient ammunition to carry it to the end.

What is of more interest just now than the proposed war on the trust, is the plan of Secretary Taft to lower the tariff from the Philippines. Local dealers and producers are bitterly opposed to the contemplated action, and the Wisconsin members of Congress will be fortified with resolutions and many personal letters declaring against any such action. These resolutions will set forth that the great industry in this State would be practically wrecked should the tariff rates from the islands be reduced to 25 per cent of the present rates. It would work havoc with the producing and manufacturing interests in Milwaukee, Wisconsin and the entire country at large, they will say.

The Tobacco Workers' Union will attempt to give the B. Leidersdorf Tobacco Co. of this city as fair a hearing as possible upon the question of whether or not it is entitled to the use of the union label. To avoid the display of prejudices that may have been formed as a result of the previous entanglements, the arbitor who will pass upon the case will be one who has heretofore had no connection with it. He will be Charles Hardy, president of the Tobacco Workers' Union No. 16, of Louisville, Ky. Mr. Hardy is here, and has declared he will put forth every effort to settle the trouble here in a fair and impartial manner, and will merely sift the facts as presented.

The B. Leidersdorf Company operates a union shop and observes union rules, it is claimed by members of the organization. The reason the use of the union label has been refused is that it is claimed the company is a branch of the American Tobacco Co. The employes of the Leidersdorf factory side with the company.

ANDERSON.

TOBACCO SHOW FOR NEW YORK.

Will be Either in Madison Square Garden or Herald Square Hall.

New York, Jan. 17.

Because one of the busiest, Thomas J. Donigan is one the hardest men to catch either at his Centre street store, his Cortlandt street shop or at Association headquarters, but I coralled him this afternoon at the first address and asked him if it is true that he is one of the applicants for space in the Times building.

"Not much," he promptly answered, "not at a $5,000 rental. I don't think it would pay any cigar dealer to pay $5,000 unless he got plenty of window space to show off his goods."

Asked to review the business situation and trade conditions Mr. Donigan said:

"There is a general feeling that trade is fair, but I think myself that this is an optimistic view. I should say it was only middling, and with many I know it to be dull. There are certain conditions in connection with the cigar and tobacco trade which are not important factors in other lines of business, or at least not so apparent. For this very reason you cannot always figure on the trend of trade. Last year was a very unhealthy year in New York and much pneumonia prevailed, so that tobacconists and cigar dealers suffered a diminution of trade.

"Tell The Tobacco World something about the proposed exhibition. The Committee of Three will report progress at the next meeting of the Retail Dealers' Association on January 23, when Mr. Freeman will report on the Chicago Convention. There are over eleven hundred members of the Retail Cigar and Tobacco Dealers' Association, and if New York cannot make such an exhibition a success, I don't know any city that can. Aside from dealers and manufacturers I think that nearly everybody is interested in tobacco. Now the Philadelphia contingent broke the ice and opened up a field for tobacco exhibits, and I think ours will be a hummer, but it may not be ready by spring. The committee has decided on one of two exhibition halls, either Madison Square Garden, which will cost about $7,000 a week, or the Herald Square Exhibition Hall, which will cost about half that sum and yet afford almost as much area surface for exhibits.

"The objection to the latter hall is that it has to be reached by elevators, which is not the case at the garden. Still it will accommodate eighty exhibitors, including manufacturers of smoking and chewing tobaccos, cigars, boxes and labels. The admission should not be over 25 cents.

The United Cigar Stores Co., who a week ago adopted a system of insuring its adult employes, is gradually extending the work, paying the premiums on $1,000 policies for all men who have

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. PITTSBURG, PA.

G. H. SACHS,
Manufacturer of FINE CIGARS
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy, Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

PAN AMERICAN
Registered
STOGIES
Concluded Next Issue.

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made CIGARS
615, 617 and 619 Lake St.
Lancaster, Pa.

been in their employ one year or more. The beneficiaries are mostly the wives and children of the insured. The advantage to the company is that through this free insurance good men are retained and attracted to the employ and there is an additional incentive to honesty and business integrity.

E. W. MAY.

SALES GOOD IN CINCINNATI.

Record Price for a Year in Connecticut Wrappers.

Cincinnati, O., Jan. 17.

Offerings were fair in size at last Saturday's cigar leaf sales, the total being 85 cases with sales at three of the warehouses. Taken as a whole the quality was below the average. The Zimmers were the best feature, the greater portion of this type selling between 6¼ and 10c. In Connecticut wrapper the record price for over a year was established, a single case of fancy wrapper bringing the unusual figure of 42c, under keen competition. Connecticut binders ranged from 7½ and 15c, and fillers from 2 and 6¾c. Wisconsin's ranged from $1.55 and 2.60 per 100 pounds. The market was strong except on common stogie stock, averaging from ½ and 1c higher than at the last break which was 3 weeks previous.

The Planters' Warehouse, located at Vine and Water streets, resumed operations last week after idleness of six months. Hereafter, according to Manager Lee Spalding, both burley and cigar leaf sales will be held regularly.

Clement McIntyre, who for years was a conspicuous figure on the burley leaf breaks, acting as buyer for various eastern independent companies, has removed to Louisville where he opines the market is better suited to his purposes.

The following report was received Saturday by a local firm from Farmersville, Ohio: "Tobacco being stripped. It is in excellent condition, and general indications are that there will be a good crop."

The Wm. E. Fisher Tobacco Co. has secured a lease on the five story building at No. 126 East Pearl street, at $840 per annum. The building will be used as a warehouse.

Edward R. Singleton and P. G. Gordon, both of New York city, representatives of the Continental Tobacco Co., were mysterious visitors here last week. When asked their opinion concerning the possibilities of the Burley Growers' Association, concerning the 1903 crop, Mr. Gordon said:

"The plan does not look feasible to me. They have tried it a number of times but we were never caught asleep. Whenever it is attempted you usually find two people playing the same game and there is generally a pretty loud crash. Suppose the Association does corner the crop? They think they will force us to buy, and so do others. If we cannot get burley, we can get a substitute. You know 'necessity is the mother of invention' "significantly remarked Mr. Gordon. After they left the city, reports arrived of heavy purchases by combine buyers in Kentucky. At Owingsville a number of crops were purchased at top prices from 11 and 13¾c per pound. It is said that the Burley Association people have in no instance offered figures that high. At Lexington thousands of pounds were purchased at a general acreage of $11.50 per 100 pounds. BUHRMAN.

COLUMBUS FACTORY GROWING.

The business of the Martter Cigar Co. which established a factory in Columbus, O., has grown so that the factory now gives employment to about 300 cigarmakers. The output of the Columbus plant will average 100,000 cigars a day. The officers of the Martter Co. are Joseph F. Martter, president; F. A. G. Law, Secretary.

Voneiff y Vidal Cruz Back at Their Old Address.

Voneiff y Vidal Cruz, of Baltimore, have removed to the Marine Bank building, at 33 South Gay street, their old quarters. The firm is one of the best known importers of Havana leaf tobacco in Baltimore.

OUR TWO BIG SELLERS

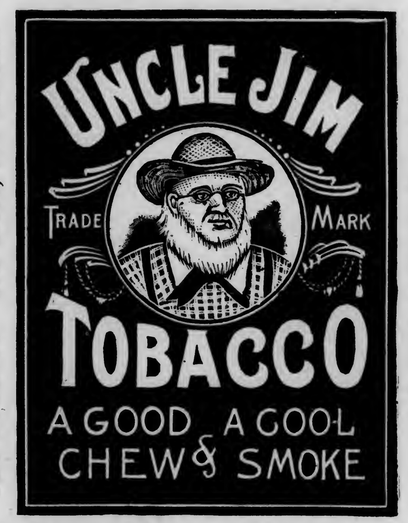
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

ROCHESTER PROTECTIVE ASSOCIATION ELECTS OFFICERS.

At the annual meeting of the Cigar Manufacturers' Protective Association of Rochester, N. Y., the following officers were elected: President, P. Meagher; vice president, P. Werncke; treasurer, H. J. Veith; secretary, F. M. McCarthy; attorney, H. W. Martens; directors, P. Meagher, H. J. Veith, F. M. McCarthy, P. Werncke, R. E. Jones, John Nelson, Fred Graf, D. Harris, James Driscoll, H. J. Schmeiser, H. C. Gnaedinger, Otto Moeschler, J. L. Lintz, D. Stuck.

OHIO AUTHORITIES CONFISCATE CIGARS OF CUBAN SALESMEN.

Chillicothe, O., Jan. 7.

A sensation was created here last week when revenue authorities confiscated 2,500 cigars from Benjamin Sauases and I. Pinto, two Cubans, who claimed to be salesmen for a New York firm. It was alleged that the cigars were not properly stamped. At a preliminary hearing both men had their cases continued.

WISCONSIN NOTES.

Edgerton, Wis., Jan. 14.

The American Tobacco Co. will open several of their tobacco warehouses this week. In fact the Edgerton and Stoughton warehouses are already in operation.

William Brill, of the United Cigar Manufacturers, has returned to his home here after spending a pleasant holiday vacation in New York city.

Max Gans, of Max Gans & Sons, of New York, has recently been doing considerable driving in this state.

Joe Bimberg, of Elmira, N. Y., has also been looking over the markets here.

L. Bincus, representing Taussig & Co., of Chicago, Ill., has been looking over this market in quest of old goods.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 17, 1905.

Havana—Trinidad Shipping & Trading Co., 20 barrels cigarettes; Jas. E. Ward & Co., 21 cases do.

SUMATRA TOBACCO.

Str. Amsterdam, arrived Jan. 12:
(115 bales; 17 cases.)

E. Spingarn & Co	58 bales
G. Falk & Bro	19 "
Otto Malchow & Co	17 "
A. Blumlein & Co	11 "
S. Auerbach & Co	10 "
S. Ashner	17 cases

HAVANA TOBACCO.

Str. Mexico, arrived Jan. 11:
(1,435 bales; 39 bbls.)

Jas. E. Ward & Co	418 bales
Sartorius & Co	282 "
D. Hevia	158 "
Order	137 "
Leonard Friedman & Co	47 "
M. Arue & Co	45 "
American Cigar Co	45 "
W. Alvarez	40 "
Cruz & Diaz	39 "
V. Lopez	34 "
Simon Batt & Co	34 "
E. Ellinger	27 "
E. M. Schwarz & Co	25 "
A. Murphy & Co	22 "
A. Blumlein & Co	21 "
Lewis Bros.	16 "
Otto Malchow & Co	10 bales
S. Rossin & Sons	10 "
S. Ruppin	10 "
S. L. Goldberg & Sons	8 "
S. Auerbach & Co.	7 "
Simon Batt & Co	27 bbls.
Order	12 "

Str. Vigilancia, arrived Jan. 14:
(1,364 bales; 5 bbls.)

Jas. E. Ward & Co	1,035 bales
J. Bernheim & Son	276 "
S. L. Goldberg & Sons	28 "
G. Salomon & Bros	25 "
Jas E. Ward & Co	5 bbls.

Str. Morro Castle, arrived Jan. 17:
(2,264 bales; 48 bbls.; 366 cases.)

Jas. E. Ward & Co.	915 bales
F. Miranda & Co	209 "
Hinsdale Smith & Co	175 "
Granda, Hermanos & Co	145 "
L. Goldschmidt & Co	131 "
Lewis Sylvester & Co	130 "
A. Pazos & Co	106 "
J. Bernheim & Son	56 "
Hamburger Bros. & Co	48 "
Starlight Bros	41 "
American Cigar Co	40 "
E. Ellinger & Co	39 "
Manrara Bros. & Co	37 "
Lopez, Grau & Co	30 "
Brown Bros. & Co.	28 "
A. Cohn & Co	23 "
Havemeyer & Vigelius	20 "
E. Rosenwald & Bro	16 "
A. Blumlein & Co	15 "
P. Fernandez & Co	13 "
A. Murphy & Co	11 "
Suarez, Selgas & Co	10 "
E. Kleiner & Co	10 "
S. Lopez	10 "
Louis Ash & Co	6 "
Hamburger Bros & Co	26 bbls.
M. D. T. Co	13 "
Jas. E. Ward & Co	8 "
Lopez Grau & Co	1 bbl.
Jas. E. Ward & Co	365 cases
Havana Tobacco Co	1 case

HAVANA CIGARS

Str. Mexico, arrived Jan. 11:
(576 cases; 1 bbl.)

Jas. E. Ward & Co	335 cases
Havana Tobacco Co	168 "
Park & Tilford	25 "
G. S. Nicholas	15 "
National Cuba Co	11 "
Wm. H. Stiner & Sons	10 "
C. D. Stone & Co	5 "
Calixto Lopez & Co	4 "
W. O. Smith & Co	1 case
Emanuel Hoffman	1 "
Chas. H. Wyman & Co	1 "
Jas. E. Ward & Co	1 bbl.

Str. Vigilancia, arrived Jan. 14:
(9 cases.)

Jas. E. Ward & Co.	4 cases
National Cuba Co	4 "
L. G. Smith & Co	1 case

Str. Morro Castle, arrived Jan. 17:
(263 cases)

Havana Tobacco Co	173 cases
Park & Tilford	28 "
G. S. Nichols & Co	21 "
Calixto Lopez & Co	9 "
Waldorf Astoria Segar Co	8 "
National Cuba Co	8 "
L. J. Spence	4 "
G. W. Sheldon & Co	3 "
C. H. Wyman & Co	2 "
Duncan & Moorhead	2 "
A. Hollander & Co.	2 "
J. W. Martinez	1 case
A. E. Outerbridge & Co	1 "
Selgas, Suarez & Co	1 "

HAVANA CIGARETTES.

A. S. Lascelles & Co	6 bbls.
Trinidad S. & T. Co	5 "

—The Merchants' Cigar Co., of Toledo, O., declared a dividend at the stockholders' meeting and re-elected the following officers: President, H. A. La Vey; vice president, O. Clayton Reed; secretary and treasurer, C. E. La Vey.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day. Prompt Shipments Guaranteed.

MUCH CHEER IN LANCASTER.

Business is Better Than Was Expected and Trade is in Good Humor.

Lancaster, Pa., Jan. 16.

The volume of business done in the local leaf market during the past week has been an agreeable surprise since it was really larger than was expected it would be.

The new crop has been pretty well cleaned up. It is estimated that about three-fourths of the crop has been bought by packers and large manufacturers, and a considerable quantity of it is now beginning to arrive at warehouses. It is expected that, if the condition of the country roads improves any, it will not be long before sufficient tobacco will be in packers' hands to start up their respective warehouses in full blast.

The Lancaster County Tobacco Growers' Association will hold a meeting today, which will be attended by Profs. Frear and Armstrong of the State Agricultural Department. It is also expected that resolutions will be adopted protesting against any further reduction in the tariff on tobacco from the Philippines. A request will also be made for governmental aid for experiments in curing tobacco in the shed.

H. W. Killian, a cigar manufacturer of Ephrata, was spending a few days in Philadelphia this week.

A charter has been applied for by the S. R. Moss Cigar Co., which is to have an authorized capital of $200,000, and which new corporation is to take over the present business of S. R. Moss, and also the Banner Cigar Company.

A. G. McLaughlin has discontinued the manufacture of cigars, and the premises at 228 W. Grant street are now occupied by C. K. Hengst & Co.

T. D. Hene, with Wedeles Bros., of Chicago, and R. M. Granat, of Gillen & Granat, were circulating among the Lancaster trade last week.

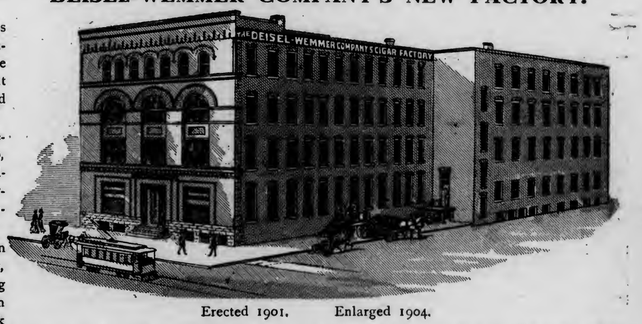
Visiting leaf salesmen are out in force this week, a greater number having been encountered than were met in any week of this year. They generally report a fair outlook for business.

WORLD'S FAIR TOBACCO SOLD.

Three of the hogsheads of tobacco shown in Kentucky's great exhibit at the St. Louis Fair were sold at auction last Wednesday on the Louisville breaks. One of these is a burley, another a Green River and the third a one sucker, and all three were recognized not only by the International Jury of Awards at the exposition as the best types of their variety ever displayed, but they are conceded by tobacco experts of Kentucky to be the best of the crop of 1903.

The hogsheads occupied conspicuous places in Kentucky's tobacco display which was given the largest amount of space devoted to any one product at the whole exposition. The money from the sale goes into the fund of the commission.

DEISEL-WEMMER COMPANY'S NEW FACTORY.



Erected 1901. Enlarged 1904.

The above is an illustration of the enlarged cigar factory of the Deisel-Wemmer Co., at Lima, O., which has just been completed. The main portion of the present building was erected about three years ago, and was 50x120 feet in dimensions, affording facilities for 500 hands.

The addition in the rear is 65x80 feet, and permits the employment of 200 more people, giving the company an output of about 1,000,000 cigars per week. Both the main building and annex are built of stone and brick, and contain four stories and basement.

This business was established in 1891 by Henry Deisel, and a few years ago was incorporated under the name of the Deisel-Wemmer Co., of which the following are the officers: Henry Deisel, president; William J. Wemmer, vice president; Henry G. Wemmer, general manager, and R. J. Plate, secretary and treasurer.

The company's popular leader is the San Felice 5c cigar, but this is by no means its only brand. The American Stag and Star Green are also good sellers in the nickel variety of output, while the General Stark, made in four sizes, is a strong leader with them in the 10c line.

The firm caters largely but not exclusively to the retail trade direct, and employs a force of ten salesmen. The product is almost wholly in hand-made goods, which are sold throughout the entire country. The San Felice has become a veritable password throughout Ohio and other Middle Western States, where the demand is growing at an astonishingly rapid rate. These goods are sold to the trade at $35, less the usual discount for cash in ten days.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE
POINTED ARROW · SHARP KNIFE 5¢
VAMPIRE

Trade-Mark Register.

MERCHANTS AND MANUFACTURERS' 14,679
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Jan. 7, 1905, at 9 a m, by George Steuernagle, Pittsburg, Pa.

MONOGRAM, THE Y. C. Co. 14,667
For a firm name. Registered Jan. 7, 1905, at 1 p m, by the Yorkana Cigar Co., at Yorkana, Pa.

KUBIANO 14,668
For cigars, cigarettes and tobacco. Registered Jan. 9, 1905, at 1 p m, by Max Bekoff, Philadelphia. Pa.

VESNA 14,669
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

BELA 14,670
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

WAITO 14 671
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

CLADO 14,672
For cigars. Registered Jan. 9, 1905, at 1 p m, by Henry A Fischel, Philadelphia, Pa.

NIGHT QUEEN 14,673
For cigars. Registered Jan. 11, 1905, at 9 a m, by A P Snader, Ephrata, Pa.

UNCLE FRED 14,674
For cigars. Registered Jan. 11, 1905, at 9 a m, by A P Snader, Ephrata, Pa.

COMMERCIAL TIP 14,675
For cigars. Registered Jan. 14, 1905, at 9 a m, by Wallick & Gohn, York, Pa.

O-WE-GO 14,676
For cigars. Registered Jan. 14, 1905, at 9 a m, by Stauffer Bros.' Mfg. Co., New Holland, Pa.

VUELTA SPRIGS 14,667
For cigars. Registered Jan. 14, 1905, at 9 a m, by Stauffer Bros.' Mfg. Co., New Holland, Pa.

CAYUGA 14,678
For cigars. Registered Jan. 16, 1905, at 9 a m, by John Sauer, Philadelphia, Pa.

UNION PLUCK 14,679
For cigars. Registered Jan. 16, 1905, at 9 a m, by L L Schloss, Chicago, Ill.

UNION GRIT 14,680
For cigars. Registered Jan. 16, 1905, at 9 a m, by L L Schloss, Chicago, Ill.

REJECTIONS.

Union Star, Cream Puff, Spanish Sweet, Oriental Star, Dawn, Delmarvir, Rising Sun, Twilight, Clio, Alexander, Lucifer, Uncle Rube, Foxy Grandpa, Old Chum, The Old Boy, Vesta, Maxim Gorki, Alexandra, Alhambra, Alcazar, Zembo, Rajah, Alleppo, Boumai, Bohemia, D. A. M.

CORRECTION.

O. K. P. Registered Jan. 6, 1905, by the Keystone Cheroot Co., Hanover, Pa., should have been "O. K. P., 186."

CANCELLATION.

"186." Registered by the Keystone Cheroot Co., Hanover, Pa., Jan. 6, 1905, has been canceled.

"ORIGINAL PACKAGE" SETTLED.

Iowa Supreme Court Sustained by U. S. Supreme Bench.

Washington, D. C., Jan. 16.

The Iowa Anti-Cigarette law was upheld by the Supreme Court of the United States today in the cases of Charles P. Cook and Robert E. Hodge, affirming the decision of the Supreme Court of Iowa. The cigarettes were shipped into the State in small boxes, and the contention was made that, in enforcing the law, the State authorities were interfering with interstate commerce.

The Court refused, however, to hold that the small boxes were original packages, and concluded that the action of the State authorities in assessing a tax upon Cook and Hodge was no violation of their constitutional rights.

It has been understood that the American Tobacco Co. was backing the plaintiffs with the idea of getting a final question on this point of law.

The law prescribes that no goods must be sold except from the package which bears the stamp, and the controversy has been as to whether the large package in which the cigarettes are usually sold at wholesale is the original package from which, according to the law, goods must be sold, or if the small package of ten comes under the law. Small dealers who will sell less than ten, have contended that the second reading of the law is the correct one.

In the cases appealed, the claim is that a package of ten cigarettes is an original package in the meaning of the law. The packages were shipped loose to the retailers, without any other box, wrapping or other container. The position of the State authorities was that this method of shipping is altogether unusual, and is a mere subterfuge for the evasion of the law. They hold that the term "original package" means the package in which goods are usually sold at wholesale.

CHANGE IN H. N. MARTIN TOBACCO CO., OF LOUISVILLE.

Casselberry Dunkersch has been elected secretary and treasurer of the H. N. Martin Tobacco Co., of Louisville, Ky. He succeeds Edgar D. Martin, who has entered the tobacco business. W. G. Roark has been made manager of the sales department of the company. John W. Brown has been re elected president and W. S. Logan vice president and superintendent.

LANCASTER AGAINST TARIFF CUT.

County Tobacco Growers' Association on Record as Opposed to it.

Lancaster, Pa., Jan. 16.

The Lancaster County Tobacco Growers' Association held its annual meeting here today, when resolutions were unanimously adopted protesting against the reduction of the tariff on Philippine tobacco.

Several European manufacturers inquired whether or not they could purchase and pack in the local market, and to this President Herr replied that they would be welcome here.

William DeHaven, who had charge of the Lancaster County cigar and tobacco exhibit at the St. Louis Exposition, complained that he had not been paid, but that the matter had been taken to Governor Pennypacker, who directed the Pennsylvania Commissioners to the Exposition to pay the bill.

A committee was appointed to ask the Legislature for an increased appropriation for conducting the State experimental stations in this county.

FACTORIES BURNED IN YORK.

Three Cigar Plants are Destroyed by Fire of Unknown Origin.

York, Pa., Jan. 16.

Fire of an unknown origin destroyed three large frame cigar factories, owned by Thomas Adair, A. Fauth & Co. and James Adair, at Red Lion, and occupied by the respective owners and M. Kalisch & Co., at an early hour on Friday morning last, entailing a loss of approximately $13,000, a small part of which is covered by insurance.

The three factories were two-story frames with attics, and all were used as cigar factories. The fire was discovered at 12:45 o'clock in the factory occupied by Max Kalisch and James Adair, and it spread so rapidly that all efforts of the firemen to save the factories were futile. Henry Obendorf, watchman in Miller Bros.' cigar box factory, gave the alarm, and the people of the town responded promptly.

The Dallastown firemen were telephoned to come to the aid of the Red Lion department, but when it was seen that the fire would not spread beyond the burning cigar factories the request was countermanded.

The buildings were all partly filled with tobacco, cigars and machinery. The losses sustained are estimated as follows:

A. Fauth & Co., $1,200 on building, $700 on stock, insurance $1,400; James Adair, $5,000 on stock, fixtures and building, $2,800 insurance; Thomas Adair, $2,000 on building and stock, insurance $500 on stock; Max Kalisch, $3,500 on stock and fixtures, $1,000 insurance; St. Paul's United Evangelical Church, damage to windows and stable, $400, windows covered by insurance.

Kohler-Snyder Cigar Co., of York, which won a gold medal for the cigars exhibited at the St. Louis Exposition, received the award last week and it is now on exhibition. It is highly prized by the firm.

F. H. POWELL'S "OXUS."

There is not another man in Camden who has done more effective work in the cigar industry than F. H. Powell, 126 Federal street. "Oxus," which is the name of Mr. Powell's specialty has become a sort of pass word with the cigar-loving people throughout the State, and is fast becoming firmly entrenched in its bordering city Philadelphia.

The cigar has been on the market many years and each succeeding year's sales show a healthy increase. The sales in Philadelphia have grown marvelously fast, and a branch office is being conducted at 5 Market street.

Mr. Powell is not only well known throughout New Jersey, where he is extremely popular, but he is also prominently indentified with the trade in Pennsylvania and is President of the Powell-Witter, Leninger Co., of Reading, extensive manufacturers of high grade cigars. It is at this factory that the Oxus is made.

Some months ago a new dress was given the Oxus, which has greatly added to its attractiveness and general improvement of its appearance. The brand is made up in several of the more popular sizes and is sold to retailers at $35 per thousand, less the usual cash discount.

NUBBINS FROM READING.

Good Business, but Not Much of News Interest.

Reading, Pa., Jan. 16.

The Reading trade continues in high spirits over the way business is commencing this year, and a majority of the factories have ample orders on hand to keep them running steadily.

The Fleck Cigar Co. is especially busy at present, and prospects are for a continued good trade.

John U. Fehr & Son in 1904 had the biggest year's business in the history of the house. In fact, their business has grown at a wonderfully rapid rate,

The new factory of Otto Eisenlohr & Bros. is rapidly nearing completion, and will soon be ready for occupancy.

ALLENTOWN NEWS.

Allentown, Pa., Jan. 16.

Trade has opened nicely, jobbers and retail dealers in paricular reporting a fairly good trade for this season of the year.

Julius Alvarez & Co. have the recently opened factory filled with a force of thoroughly skilled cigarmakers and are turning out a fine large line of goods.

Victor Thorsch Co. open a new factory today at Coplay, with a force of seventy-five cigarmakers. They have been unremittingly busy during the whole of the holiday season. Sales of the Bachelor are growing steadily. Buster Brown is a new 5 cent product which they are just marketing, and an innovation for this firm is being introduced with this brand. The goods will be banded, and the bands will be redeemed at the firm's main office in Allentown.

Berninger Bros. are operating with a full force and have a good lot of orders on hand for their Golden Horse Shoe brand of 5 cent cigars. Bondy & Lederer's factory is also very busy. ALLEN.

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of the
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

F. V. ESHELMAN,
1600 Arch Street, Philadelphia,
MAKER OF
HAVANA CIGARS

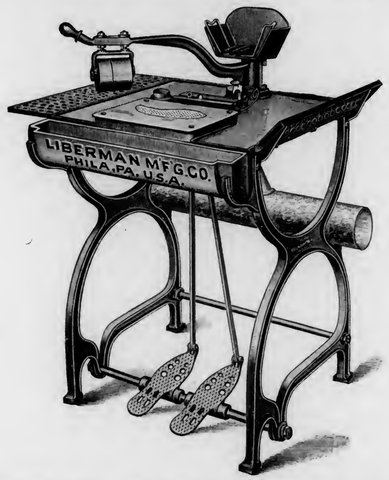
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

Established 1891. Factory No. 3765.
JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.



Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U.S.A.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

CUBAN STAMP NOW ON BOXES.

Pasted on the Bottom of the Box and Has Not Attracted Great Attention.

The export stamp which has just been issued by the union of manufacturers in Cuba is now in active operation and is seen on all the later importations in every cigar store handling that class of goods. Practically all Havana manufacturers are using the stamps on goods shipped not only to the United States but to every other country.

The stamp was reproduced actual size in The Tobacco World of two weeks ago and as was at once noticed, is considerably larger than the old red import stamp of the United States. It is of a quiet color, however, and all those which have been seen so far by the writer were pasted on the bottom of the package where it could not readily be noticed.

A dealer whose trade is largely in imported goods was asked whether the stamp had thus far attracted much attention among his customers:

"No, it has not," he declared. "I don't think there has been a single comment made yet, although at that I have had the stamp in the store only a short time.

"Oh, some men are very quick to notice such things," he continued, in answer to a question. "But it has just happened that none of that sort has seen the box yet. At a rough guess, I should say that with my trade, about seven men out of 25 would immediately notice any change in the markings or form of the package containing their favorite brand.

"For instance, the very firsr time I put out a box with a new U. S. stamp on to a customer, he exclaimed on the second:

'I don't want that; where's the red stamp?'

"Of course it was precisely the same cigar in every way that he had been buying, and I explained the situation to him and showed him the smaller stamp on the bottom of the box. He took it all in, and I suppose believed me, but he made me get a box with the old stamp on that I had in stock for him to select from.

"On the other hand, the next five men who asked for imported cigars didn't pay the slightest attention to what the box looked like, but simply verified the label at a glance, took their cigars and went out.

"And as I said, there hasn't a word been said yet about the Cuban stamp, but the next man who comes in is likely to see it at a glance."

FARMERS MUSTN'T BREAK WORD.

Growers' Association Will Prosecute if Tobacco is Not Forthcoming

Clarksville, Tenn., Jan. 12.

Chairman Felix, of the Dark Tobacco Growers' Association, has received instructions to take legal steps against farmers and buyers who violate their pledges to the organization.

It is not believed that there will be many instances where such steps will be necessary, but it is considered best to be prepared and the chairman proposes to act vigorously if it becomes necessary.

As a result of a conference between a special committee from the Association and the owners of a number of prizing houses, it has been arranged that the prizers shall furnish the house, hogsheads, execute bond for faithful duty, uniform assorting and regularly packing so as to prevent leakings. The prizer will also pay the cost of insurance while the tobacco is in their house. The farmer is to deliver the tobacco, be responsible for the order in which it is delivered and remove the tobacco to the storage house after it has been prized.

It was agreed that the uniform price for prizing should be 75 cents per 100. The prizer will also give the farmer a certificate stating the amount of tobacco delivered, which can be deposited by those desiring to have money advanced. Twenty-two prizers in this section agree to prize for the farmers upon the above conditions.

MARKET ACTIVE IN RICHMOND.

Greater Now Than Any Time Since Holidays.

Richmond, Jan. 14.

The local tobacco warehouses this week took on a greater amount of activity than at any time since the resumption of sales after the holidays. O. Shelburn's warehouse reported a fine sale of about 40,000 pounds and a top notch price of $26, which is the highest price since the beginning of the new year. All grades sold well and the farmers went home well pleased and saying that they will return with more tobacco as soon as they can conveniently do so.

E. Shockhoe sold about 40,000 pounds at good prices. The other houses had smaller sales, but ones that showed the market to be in good condition.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio.

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

RETAIL TRADE BETTER IN BOSTON.

Some of the Brands That are Moving Out Best.

Boston, Mass., Jan. 15.

The trade has improved a trifle during the past week on what it has been since New Years, and the wholesalers seem to be confident that business will improve much more in the next few weeks especially now that the Falls River strike has been settled temporarily and the mills have started again. Many firms in this city were effected a great deal by this strike, and for months it was almost useless for salesmen to go there.

Sig. Baum, with the Turco-American Tobacco Co., spent a few days here this week, and had no trouble getting orders. The Omega is the best 5 cent Turkish cigarette selling in this locality.

The American Tobacco Co. has a salesman here placing two new brands of Turkish cigarettes, Bizak, a 10 package plain tip, the price of which is $7.00 per M, (and they give gratis with each thousand 4 packages of Turkish Trophies and 4 packages of Moguls) and the Murad, a 15 cent Turkish cigarette, is being sold at $10 per M., a similar package to the Moguls.

A. H. Hill, the well known Water street cigar jobbers left on Thursday for a brief business trip to New York. Mr. Hall is the distributor for Boston for Straitton & Storm's goods.

Geo. S. Harris & Co. are having quite a trade on their Prince of Wales cigar, in their new Howard and Court street store.

L. Miller & Sons, of New York, announce a deal on their Kozy 2¼ ounce 5 cent package and with every 5 pounds they offer 50 Puritans gratis. This deal terminates February 15.

"Edgeworth" made by Larus Bros. Co. is selling nicely and is packed in three styles 4, 8 and 16 oz. tins.

F. X. Oberle Co.'s Bostonia 10 cent cigar is rapidly forging its way to the front in popularity. F. J. Greener, Jr., is now representing the firm on the road and suburbs.

F. R. Grim & Co., 85 Dover street, who make a specialty of jobbing union and independent goods exclusively, are increasing their business daily. Their leaders in 5 cent cigars are, U Can't Beat It and El Cafe Bouquets.

Joe Gordon, of Gordon Bros., the south end tobacconists, contemplates getting married some time in March.

M. Falk, of the Falk Tobacco Co., is calling on the local trade. Mr. Falk is very popular here on account of his long connection with the late firm of Cameron & Cameron.

The American Tobacco Co. is about to place on the market here a new short smoke similar to Leroy little cigars that will retail at ten for fifteen cents. The name of the brand is Flexo.

A. Shadoff has been engaged by J. O. Cohn as city salesman.

During the past week there has been quite some business done on the Pride of Virginia sliced cut tobacco, as many of the jobbers are well stocked with same. Having obtained it with tags and coupons of the Floradora Tag Co., it stands them very low in price.

Grumbler cigars are selling well here. C. H. Carruth & Co. who operate one of the largest bowling alleys here, placed a nice order for some of these cigars this week.

Sam Marcuson, representing the American Tobacco Co., is certainly making good on the Hassan cigarettes and these goods can be found in almost every first class cigar store in Boston. BEN ALI.

ROYAL CIGAR CO. ORGANIZED.

New York Concern is Thought to be Part of United Cigar Stores Co.

New York, Jan. 13.

The Royal Cigar Co., with a capital of $250,000 is the latest in the field in this city, and the new firm commences business with John F. Whelan, of the United Cigar Stores Co. at its head.

The company last week purchased the cigar store at Twenty-sixth and Broadway, the fitting up of which place is said to have cost $150,000. The change of ownership took place on January 9.

The Royal Cigar Company has been organized under the laws of this State. The capital stock is set at $250,000. John F. Whelan, of Syracuse, is the president, and several men well known in the tobacco trade are said to be interested. The company announces that it will run a chain of cigar stores in New York, to deal in high grade goods. It is said to be looking for other eligible locations, especially for one on Wall street.

The Whelans who own and operate hundreds of stores throughout the United States under the corporate name of the United Cigar Stores Company are, it is believed, the principal owners of this new company, which while apparently a competing company, is apparently to work in harmony with it.

It is thought that through the new company, the organizers of the United Cigar Stores Co. desire to market a better grade of goods than is the case with the United Stores.

The store in question was opened a year ago by the Havana Cigar Company and has been considered one of the handsomest establishments in New York city.

INCORPORATIONS.

Judge Joseph Henry Lumpkin, of the Superior Court, has granted a charter to the Southern Cigar Co., the incorporators of which are F. R. Jamison and E. W. Hallowell. The company will deal in all kinds of tobaccos and manufacture cigars.

Articles of incorporation have been filed with the Secretary of State by Ferris & Grady, wholesale cigars and tobacco, Minneapolis. Capital stock $25,000. Incorporators, James R. Ferris, Wm. H. Burd, and James H. Grady.

The Independent Cigar and Tobacco Co., of Boston, has been incorporated with a capital of $250,000. The promoters are P. S. Chase, A. P. Goodell and M. I. O'Donnell.

The C. A. Smith Cigar Co., with a capital of $5,000, has been incorporated at Binghamton, N. Y., by Charles A. Smith, Menz W. Goodell and William S. Polly.

The Thomas Cigar Co., of Chicago, has been incorporated by M. Salamon, N. A. Stern, and Menzo I. Rosenbaum, with a capital of $2,500.

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market
10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories. Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.

Wholesalers and Retailers of

Leaf Tobacco

SHADE-GROWN SUMATRA, in Bales.

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., York, Pa.

A. SONNEMAN & SONS,

Packers and Dealers in **Leaf Tobacco**

Large Line of 1900, 1901 and 1902 B's.

No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,

Are the **CIGARS** of the following Registered Brands:

"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.

Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here. We Will Save You Money.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

For a distance of about one mile each way from my home, on the road from Greenfield to Northampton, there were raised last season 148 acres of tobacco, yielding on an average 1,500 pounds per acre, or 220,500 pounds, and the probable price will not be far from 15c per pound. For this the farmers will receive over $31,000; how much of this will stick to the inside linings of their pocketbooks is a problem. With a poor crop last year, and the probable indebtedness for fertilizer for the raising of this year's crop, and the paying for fertilizer for the coming crop, my opinion is that with some there will be a very small surplus left for a working fund. I wish it might be larger than it will probably be. With the increased amount of the crop to be raised this year I think more of the money coming may be allowed to stay with the workers.

Our correspondents write:

Montague, Mass.: "A. M. Lyman sold three acres at 13c. Donaldson & Brown, about two acres at 13½c. I think farmers have their tobacco all stripped now."

Hadley, Mass.: "The tobacco crop of 1904 has been about all taken down and is being stripped and in the bundle; 16c seems about what the buyers are paying per pound. No sales have been reported as yet this week."

Conway, Mass.: "We have had considerable activity here in the past week in the tobacco business. We had a fine, damp time and all but one grower finished taking down and we are having a fine, nice, warm time to strip without taking it in by a fire. Nearly all the tobacco here is sold. Those who sold last week are H. T. Newhall, H. D. Pease, Charles Parsons & Son, G. H. Johnson, D. Newhall, D. Weston; prices ranging from 11@14c in bundle."

Suffield, Ct.: "Tobacco men are interested in an experiment tried by W. S. Pinney, of Suffield, who this year, instead of cutting his crop in the usual way, picked six tons of it, using the method employed in the harvesting the shade-grown. Mr. Pinney is enthusiastic over the plan, but says its value cannot be estimated until the crop has been through the sweat. Now it is in excellent condition and is a very handsome crop. He made two pickings; one included all but the four top leaves, and the second the top leaves. One leaf is packed at a time, and forty leaves put on one lath. As each leaf is separate there is no danger of polesweat. He thinks by this method more weight to the acre can be obtained. The cost of picking, hanging and getting the leaves into bundles averages about $6, or $3 more than the old way. The longed for damp spell came Tuesday, and all were quick to take advantage of it and get their tobacco down. Buyers are looking at the crops, and I hear of one sale at 16c."

Bradstreet, Mass.: "I have to report the sale of one crop of tobacco of 14 acres at 18c, sold by Oscar Belden & Sons. Stripping all done."—American Cultivator.

EDGERTON, WIS.

The week has been largely a stormy one, holding back a good deal of riding in country districts that otherwise might have been done. The new crop is receiving some attention but not much organized effort to take it over is noticeable. Prices for choice lots bring anywhere from 7 to 10 cents for bundle delivery. The search for old leaf continues so that the deliveries made at packing points are about equally divided between the new and cured tobaccos.

F. S. Baines purchased a 175cs lot of old goods of Chris Olson of Stoughton. W. T. Pomeroy & Co. sold 200cs of '02 and '03 leaf.

The handling of the new crop is now under way at several packing points and the number of warehouses opened will be increased soon. It is believed the deliveries will be sufficient to keep them steadily running, though not over 25 per cent of the Crawford county leaf has been removed from the poles to date. The American Tobacco Co. intends to commence warehouse handling at several packing points the coming week.

Shipments were 947cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 20 hhds., offerings on the breaks 45 hhds., public and private sales 93 hhds.

The quality of the offerings was poor, with a full proportion of nondescript leaf.

The market was active and rather stronger in price. Holders of what remains of the 1903 crop look for higher prices, as the new crop is held at very much larger figures than those ruling for old tobacco, the gap between the two is a wide one. The hands of the Planters' Association are strengthened by the steady signing of crops to its management and a full reduction of this year's planting is generally discussed.

There is but little doing in the loose tobacco market. The weather for the past week has been cold with one snow storm.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

—The Cliff-Weil Cigar Co., of Richmond, Va., is being organized with a capital of $100,000, to conduct a cigar business on Main street.

M. KALISCH & CO.

Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM

CIGARS

Red Lion, Pa.

Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL

MANUFACTURER OF Successor to J. Neff

High Grade Cigars

ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes

L. R. BROWN,

WHOLESALE

Cigar Manufacturer,

Brownstown, Pa.

CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

P. G. SHAW

Manufacturer of

Fine and Medium

CIGARS

Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR

A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA

Packer of

Leaf Tobacco

Penna. Seed B's a Specialty

Warehouse at Railroad Crossing

LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.

T. M. KILDOW CIGAR CO.

Wholesale

Cigar Manufacturers

Bethesda, Ohio.

Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby

Rothsville, Pa.

Wholesale Manufacturer of Strictly Uniform Quality of

HIGH GRADE

Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader:

WEALTH PRODUCER. Fine Cigars

RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

GERMAN FARMERS' QUAINT WAYS

Some of Them Cure Their Tobacco in Their Own Houses.

Washington, D. C., Jan. 10.

United States Consul Brittain, at Kehl, Germany, writes the following interesting matter concerning the small planters in Baden and their primitive methods of cultivating tobacco. Consul Brittain says that in the Grand Duchy of Baden during 1903 there were engaged in the cultivation of tobacco 35,091 small planters who had under cultivation 16,610 acres, chiefly in the valley of the Rhine. Many of the plots contain but a few square rods of land, cultivated by men and women working side by side in the fields. The total value of the crop harvested in 1903 was $1,541,466. There were 848 less acres of land under cultivation than in 1902, and 2,327 fewer planters engaged in the business, and the decrease in the value of the crop was $393.389.

The leading causes for this decrease, says Consul Brittain, were the difficulty in obtaining young plants and the unsteady condition of the tobacco market. While the crop of 1903 was below the average the quality was good and the planters realized an average price of a fraction over 5 cents a pound when the tobacco was dried. The 1904 crop has not been marketed, but will be less than that of 1903, as there were 903 acres less planted.

In Alace-Lorraine 3,456 acres were planted in 1903, yielding 7,810,582 pounds which sold at an average of 5.7 cents a pound. The quality of the tobacco in Alsace Lorraine was not very good, and the indications are that the crop of 1904 will be considerably less than that of 1903, as the area pianted is 3,348 acres less.

The farmer or planter is not obliged to pay any tax on his tobacco, but as soon as it passes out of his hands an excise duty of $10.71 per 220.46 pounds must be paid. Many of these small planters or farmers handle their tobacco in a very primitive manner. When the tobacco is cut the leaves are hauled to the home of the planter in old wagons drawn by one or two cows. The leaves are then hung up to dry in rows around the outside of the house or other buildings. Some of the more extensive planters have special drying houses.

Business Changes, Fires, Etc.

Connecticut

Bridgeport—Rehstock Bros, cigar manufacturers; burned out

Illinois

Chicago—L Abeles & Co, tobacco, announce dissolution; L Abeles continues under same style——Louis P Weiser, cigars, etc; dead

Indiana

Columbia City—O Hayden, cigars; succeeded by B Warren

Elwood—Charles Cooper, cigars, etc, real estate mortgage, $250

Wabash—F H Richmond, cigars and tobacco; discontinued

Iowa

Vinton—John L Robinson, cigars; succeeded by George N Ulrice

Waterloo—Casebeer Bros, cigars; sold out

Maine

Auburn—Gauther & Wilson, cigar mfrs; succeeded by Mrs F D Hooker

Bangor—F E O'Leary, cigars; burned out; partially insured

Maryland

Baltimore—J H Hays & Co, leaf tobacco; succeeded by Gibson & Aubrey——James Mather, retail cigars; damaged by fire

Massachusetts

Boston—D J Kouhry & Co, cigarette mfrs; chattel mtge, $2,000

Michigan

Detroit—Hutton Bros, cigar manufacturers, bill of sale, $1

Minnesota

Duluth—Kemmerer & Schroeder, cigar manufacturers, succeeded by J W Schroeder

Minneapolis—Ferris & Grady, wholesale cigars, incorporated, capital stock, $25,000

New York

Elmira—Eastern Leaf Tobacco Co, damaged by fire Insured

New York City—S Sumprecht, cigars, damaged by fire——N Jacob, admitted into the firm of E P Cordero, cigar manufacturers, and style of firm name changed to E P Cordero & Co

North Carolina

Greenville—The following have been

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

CIGAR MOLDS

VERTICAL TOP

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

SOLID OR DURABLE

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,

NEWARK, N. J.

Established 1877 New Factory 1904

H. W. HEFFENER,

Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Steam Cigar Box Manufacturer

Howard & Boundary Aves.

YORK, PA.

INLAND CITY CIGAR BOX CO

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA

ADEN BUSER

MANUFACTURER OF

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Etc.,

R. F. D. No. 3, YORK, PA.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Van Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

A. KAUFFMAN & BRO.,

CIGAR BOXES

YORK, PENN'A.

Special Designs

Engraving Embossing

H. S. SOUDER

MAKER OF

CIGAR BOXES LABELS

Telephone

SOUDERTON, PA.

Private Designs a Specialty

Metal printed labels

EMBOSSED CIGAR BANDS

Are All the Rage.

We have them in large variety. Send for Samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

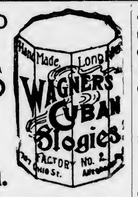
Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



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at
W. D. SAHM'S
Union Cigar Factory
Ask for Samples AKRON, PA. Correspondence Solicited

C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
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M. H. Clark & Bro
Leaf Tobacco Brokers,
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Cable Address "CLARK."
Clarksville, Tenn.

damaged by fire: Evans, Hooker & Co, tobacco warehouse; E B Ficklen Tobacco Co; O R Jeffress, tobacco warehouse; E H Thomas & Co, tobacco; Thomas & Green, tobacco

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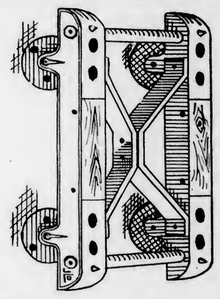

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E. S. SECHRIST,
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Manufacturer of
Fine and Common Cigars
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Capacity, Twenty Thousand per Day.

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KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
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Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the orld. Write for samples.

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Auctioneers and Commission Merchants
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PARMENTER WAX-LINED COUPON CIGAR POCKETS
Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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92 Reade Street, NEW YORK.
The First to Manufacture Sweetener in the United States
GLYCOSINE
550 Times Sweeter than Sugar
Also Headquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

Combination
SCRAP
--Filler--
Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
J. L. METZGER
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FOR SALE BY ALL DEALERS

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JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively

JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.

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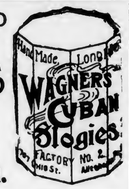

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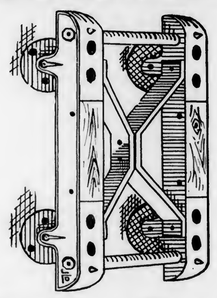

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CIGAR RIBBONS
FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

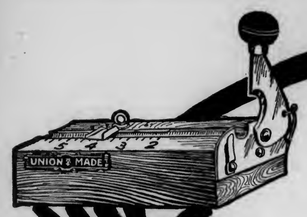
INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. ◇ HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

The PERFECTLY CUT CIGAR

is cut with a

National Cigar Cutter.



It is one Cutter which doesn't bunt, chew or tuck burst. Knife stays sharp—spring stays strong—handle "stays put"—can't break up, act up, or do any "fool tricks".

Cuts only one way—the **right** way. All the **good** points of all other Cutters—not one of their bad points. A durable, dependable, serviceable tool that **satisfies**—thousands in use.

They sell to the class of workmen whose time is money—who know a really good thing when they see it—who are satisfied **only** with the **best.**

National Cigar Board. No dulling or turning of Cigar Knives, or cutting away the board.

Selected Rock Maple Ends, thoroughly kiln dried, and soaked in linseed oil to preserve life and retain moisture—glued and triple bolted—finished like marble by our own special process.

No closer or harder grained wood ever produced—no other so smooth and uniform in surface.

Prices from 10 to 25 per cent lower than others—Quality so much higher they **never** can reach it.

If you want any kind of Cigar Tools, isn't this about the kind you want? Get our Special Proposition. Coupon brings it.

NATIONAL SELLING CO.
ALLENTOWN, PA

CUT THIS OFF AND MAIL IT.

NATIONAL SELLING Co., Allentown, Pa.
Give me prices and particulars, and send your complete catalog.

Name _____

Address _____

State whether you are a dealer, cigar mfr. or user.

Maybe not today or tomorrow, but some day soon

You'll need them quick!

Note the address—

S. Omicron & Bro.
430 Walnut St.
Philadelphia

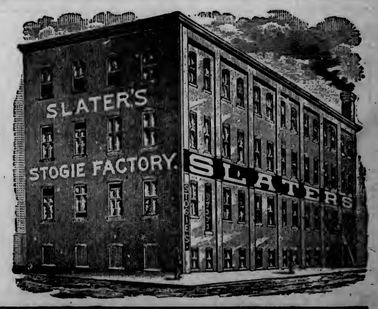
Bell Phone

JOHN SLATER & CO.

Manufacturers of Hand-Made

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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Vol. XXV., No. 4.

PHILADELPHIA and NEW YORK, JANUARY 25, 1905.

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Single Copies, Five Cents.

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Sumatra Tobacco

at the Right Prices.

IMPORTATIONS:

4,000 Bales Annually

H. DUYS & CO.

No. **170** Water Street,

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Branch of De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
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PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

E·E·KAHLER
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MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

LORD LANCASTER, 10c.
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Manufacturers,
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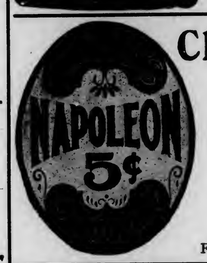
NICKELBY, 5c.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Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
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Factory No. 909. Bell Telephone 4836–A.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

WHITE KNIGHT
CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢
PHILADELPHIA CIGARS CAMDEN

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CALL IN SUCH SLUSH.

Independent Chicago Dealers Should Suppress Newspaper Silliness.

Some time ago an extract from a Chicago daily paper was printed in these columns and comment was made that such rot was doing the independent dealers in that city more harm than good in their fight against the United Cigar Stores Company. The article in question was a highly flavored account of a reputed encounter between a trust salesman, an independent dealer and a sympathetic customer, in which the first was put to rout, and the affair was about as plausible as a sale of rain coats in the Sahara.

Here is another, recently printed in the Chicago Journal, the same paper which has printed continued installments of such slush:

"Salting the brands" is a phrase that smokers are now becoming well acquainted with, and in consequence the goods of the tobacco trust are being left in their gaudy boxes instead of making Chicago smokers dizzy.

An amusing incident, showing how quickly smokers have caught on to the scheme of placing inferior cigars under well known names, is related by a prominent dealer.

"A well dressed man entered my store a few days ago, briskly laid down a quarter, and asked for a couple of cigars. When the clerk passed over the box the customer looked at them and became very much confused.

"Are those really good cigars?" he asked.

"They are as good as any in the market," replied the clerk.

"I don't think they are," said the man. "They look all right, but I guess I won't buy."

"What objection have you to this brand?" asked the astonished clerk.

"Well," said the doubting Thomas, "you people used to have some good cigars once on a time, but they are all out of the market. You control good locations, but I may as well be candid. You are 'salting' the brands."

Before the clerk could recover his breath the man was outside.

A minute later the same customer was back at the counter.

"Good Lord," he gasped; "I thought this was one of those stores where they work off cheap cigars in high class boxes. The joke is on me and I'll take a box of those perfectos I was looking at."

The sooner the independent dealers in Chicago, or anywhere else, awake to the fact that such "pipes" as this will only injure their cause, the better off they will be. The newspaper in question recently printed a large advertisement for the independents and is evidently desirous of making good.

The Tobacco World would like to see the independents succeed and offers as the best possible advice the suggestion that the dealers call off this Chinatown reporter.

—The Wisconsin Cigar Co. of Madison, by its president, N. P. Strause, and secretary, H. M. Curtis, filed an amendment increasing its capital from $10,000 to $25,000.

CUBAN RECIPROCITY WISE MEASURE BUT TARIFF CUT BAD.

President Frye, of New England Growers' Association, Defends Senator Platt's Cuban Amendments which Association Originally Opposed, but Scores Secretary Taft's Philippine Reduction.

Hartford, Conn., Jan. 20.

The recent annual meeting of the New England Tobacco Growers' Association held in this city was remarkable for its vigor and enthusiasm which showed the organization to be brimful of life and one of the strong bodies to be reckoned with by those in favor of adverse legislation relating to the tobacco trade.

H. S. Frye, of Poquonock, who was again elected to the presidency after a vacation from the office of two years, made an extremely interesting address, of which a portion follows, placing himself on record as in favor of Cuban reciprocity. He took up the cudgels for Senator Orville H. Platt, whose measure was originally opposed by the Association. Mr. Frye said that he accepted the presidency again as not only a vindication of himself, but of Senator Platt, who had favored Cuban reciprocity. If he (Mr. Frye) had been at home the five years that he had been at Washington he would have looked at the question in the same way as the farmers in this section. Speaking further, he said in substance:

I fully endorse and heartily sympathize with the tobacco farmers in their opposition to the extremely low rates of duty proposed on Philippine tobacco, but I have no sympathy with that bigoted fanaticism which, stooping to misrepresentation and bearing false testimony, could drive the New England Association into opposition to one of the wisest, one of the most just and equitable, one of the most necessary and honorable measures, that have ever redounded to the honor and credit of this country; an opposition, too, that could not be justified even under the most selfish considerations of self interest, for the result has proved the truth of my contention then, that reciprocity with Cuba could not injure the tobacco interests of New England to the amount of a single dollar.

And today the whole diplomatic world regards those two measures—Cuban reciprocity and its projenitor—the Platt amendments to the Cuban constitution—as among the most noted examples of wise statesmanship and diplamatic beneficence ever recorded. Through the beneficent effect of these two measures, one of which the New England Association is on record as opposing, we were instrumental in founding a new republic, struggling in poverty and clothed in rags 'tis true, yet working bravely and hopefully on to the attainment of that dream of every Cuban patriot, when Cuba shall become the home of a free, happy, contented people.

I thought I knew something about the Cuban question, but Senator Platt knew a great deal more about it than I did, for his opportunities of knowing were vastly greater and better than mine. Now if Senator Platt was right I was right. If I was wrong Senator Platt was wrong. But who in the light of actual facts today dares question the honesty, the good judgment, or patriotism of Senator Platt in this matter? But laying aside all that Senator Platt knew or said on the question, what did happen in the absence of those two measures? Porto Rico, a densely populated island, and the Philippines a vast archipelago with (it is said) 8,000,000 of people, were annexed. For a long time now Porto Rican tobacco and cigars have been coming here, free of any duty at all, and now you are up against the issue of a very low tariff on Philippine tobacco, with the prospect of none at all in the not distant future—an issue you will have to meet and one I expect you will have to accept, too, sooner or later, whether you like it or not.

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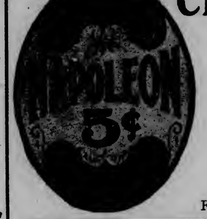
C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)



Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CALL IN SUCH SLUSH.

Independent Chicago Dealers Should Suppress Newspaper Silliness.

Some time ago an extract from a Chicago daily paper was printed in these columns and comment was made that such rot was doing the independent dealers in that city more harm than good in their fight against the United Cigar Stores Company. The article in question was a highly flavored account of a reputed encounter between a trust salesman, an independent dealer and a sympathetic customer, in which the first was put to rout, and the affair was about as plausible as a sale of rain coats in the Sahara.

Here is another, recently printed in the Chicago Journal, the same paper which has printed continued installments of such slush:

"Salting the brands" is a phrase that smokers are now becoming well acquainted with, and in consequence the goods of the tobacco trust are being left in their gaudy boxes instead of making Chicago smokers dizzy.

An amusing incident, showing how quickly smokers have caught on to the scheme of placing inferior cigars under well known names, is related by a prominent dealer.

"A well dressed man entered my store a few days ago, briskly laid down a quarter, and asked for a couple of cigars. When the clerk passed over the box the customer looked at them and became very much confused.

"Are those really good cigars?" he asked.

"They are as good as any in the market," replied the clerk.

"I don't think they are," said the man. "They look all right, but I guess I won't buy."

What objection have you to this brand?" asked the astonished clerk.

"Well," said the doubting Thomas, "you people used to have some good cigars once on a time, but they are all out of the market. Yon control good locations, but I may as well be candid. You are 'salting' the brands."

Before the clerk could recover his breath the man was outside.

A minute later the same customer was back at the counter.

"Good Lord," he gasped; "I thought this was one of those stores where they work off cheap cigars in high class boxes. The joke is on me and I'll take a box of those perfectos I was looking at."

The sooner the independent dealers in Chicago, or anywhere else, awake to the fact that such "pipes" as this will only injure their cause, the better off they will be. The newspaper in question recently printed a large advertisement for the independents and is evidently desirous of making good.

The Tobacco World would like to see the independents succeed and offers as the best possible advice the suggestion that the dealers call off this Chinatown reporter.

—The Wisconsin Cigar Co. of Madison, by its president, N. P. Strause, and secretary, H. M. Curtis, filed an amendment increasing its capital from $10,000 to $25,000.

CUBAN RECIPROCITY WISE MEASURE BUT TARIFF CUT BAD.

President Frye, of New England Growers' Association, Defends Senator Platt's Cuban Amendments which Association Originally Opposed, but Scores Secretary Taft's Philippine Reduction.

Hartford, Conn., Jan. 20.

The recent annual meeting of the New England Tobacco Growers' Association held in this city was remarkable for its vigor and enthusiasm which showed the organization to be brimful of life and one of the strong bodies to be reckoned with by those in favor of adverse legislation relating to the tobacco trade.

H. S. Frye, of Poquonock, who was again elected to the presidency after a vacation from the office of two years, made an extremely interesting address, of which a portion follows, placing himself on record as in favor of Cuban reciprocity. He took up the cudgels for Senator Orville H. Platt, whose measure was originally opposed by the Association. Mr. Frye said that he accepted the presidency again as not only a vindication of himself, but of Senator Platt, who had favored Cuban reciprocity. If he (Mr. Frye) had been at home the five years that he had been at Washington he would have looked at the question in the same way as the farmers in this section. Speaking further, he said in substance:

I fully endorse and heartily sympathize with the tobacco farmers in their opposition to the extremely low rates of duty proposed on Philippine tobacco, but I have no sympathy with that bigoted fanaticism which, stooping to misrepresentation and bearing false testimony, could drive the New England Association into opposition to one of the wisest, one of the most just and equitable, one of the most necessary and honorable measures, that have ever redounded to the honor and credit of this country; an opposition, too, that could not be justified even under the most selfish considerations of self interest, for the result has proved the truth of my contention then, that reciprocity with Cuba could not injure the tobacco interests of New England to the amount of a single dollar.

And today the whole diplomatic world regards those two measures—Cuban reciprocity and its projenitor—the Platt amendments to the Cuban constitution—as among the most noted examples of wise statesmanship and diplamatic beneficence ever recorded. Through the beneficent effect of these two measures, one of which the New England Association is on record as opposing, we were instrumental in founding a new republic, struggling in poverty and clothed in rags 'tis true, yet working bravely and hopefully on to the attainment of that dream of every Cuban patriot, when Cuba shall become the home of a free, happy, contented people.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1805

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LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

and PACKERS of

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

232 North Third St., Phila.

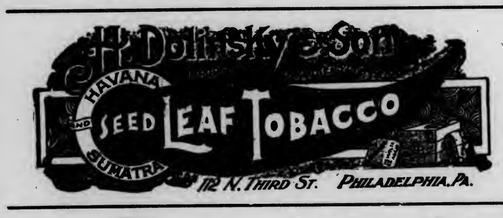
L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.



The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St. Phila.

BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in LEAF TOBACCO

231 and 233 North Third Street, PHILADELPHIA, PA.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

AND

Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

IMPORTERS of

Young & Newman, Sumatra & Havana

21 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

The Old Salesman's Musings.

A BROTHER OLD-TIMER MAKES A FEW REMARKS

The musing habit among old time salemen seems to be contagious, as the following few remarks have been received from "an old Knight of the Grip." This knight, after mournfully comparing the silver and gold days of the past to the sad present, takes occasion to air a grievance, the timeliness of which will be appreciated by many a leaf dealer.

THE OLD SALESMAN.

When I get retrospective and look back to the good old times when the traveling man's existence was a thing of joy and compare it with the strenuous times we are now experiencing it makes me give expression to the old saying that "good things never last."

When I first started on the road some twenty-five years ago I simply had to present my card, to be sure of a hearty reception and an invitation to call on the man's family. I was handed a good cigar and was generally treated hail fellow well met. My prospective buyer would call at my hotel, look over my samples and buy about twice, yes, three times as much as I could sell the same man now with the same amount of working force.

Now, when I call on the trade I am given a more or less frosty reception, and after separating myself from a quarter for which I get two, as a general thing, bum cigars—the customer takes the other—I am told with a glassy eye that "Mr. Blank, your competitor, was here yesterday and sold me a case of tobacco that has yours "skinned to death," for 2 cents a pound less than you want."

Then I am asked to buy a ticket for a raffle on a gold mounted pipe and to cap the climax my customer's children came in with miniature bricks selling at only 5 cents apiece to help build a church. Then I am likely to be told that when I call again and have some cheap goods (quoting price about 20 per cent under market values) he may look me over.

The outlook for business this year is of the brightest. Tobacco is high and for that reason none of the manufacturers large or small are overstocked and consequently salesmen will have no trouble to dispose of goods that are desirable, as I have never seen good tobacco scarcer that it is now.

I can only explain this by saying that the demand has almost doubled, but the acreage hasn't increased to any visible extent. Would advise any farmer who has good rich soil to raise tobacco and he can command a good price for it, and get it at that. The jobber today is in an unenviable position. Formerly the large packers and importers sold only to jobbers, whereas now they cater direct to the manufacturers and none are too small for them. I know of several instances where one of our leading concerns sent a small manufacturer samples of Sumatra and he being unable to pay the duty cash, they sold him at "long" price glad to take his promises to pay for what they had already paid duty.

Such competition makes a jobber feel like licking his grandmother, but that is what he has to buck against and even worse. The evil of selling a man 50 cases of tobacco, letting him take them as he needs them, and settle from date of shipment, storage and insurance free for an indefinite period, seems to be increasing instead of diminishing. Competition is so keen that dealers give more liberal terms than in any other legitimate business. Profits are cut to a minimum and at the end of the year Mr. Dealer says: "I have done a big business but where is the money?"

I wish we could stamp out this evil. If a man wants 5 cases of tobacco, let him buy it and not carry 50 when he needs only 5 at a time. The chances are if the market slumps, the buyer will say with tears in his eyes: "I'm sorry but I can't use your goods any more as they don't fit my combination," or give some other frivolous excuse while the seller may have held the goods 2 or 3 months and might have sold them a half dozen times. If, however, the market takes a bull movement the buyer has the safest investment in the world—making money from other people's capital. I agree with an old friend of mine in saying that a tobacco man can never be happy.

It is the hardest thing under the sun to make a manufacturer, especially a small one, believe that the market is high but in "the sweet bye and bye" when they find what I tell them is true they will be gnashing their teeth that they didn't take my advice. It is a Herculean undertaking, in fact almost an impossible one for a importer to raise the price of his cigars, but at the leaf price ruling at present he must either do this or "cut" the quality of his cigars.

BILLY.

TRAVELING SALESMEN AS TRADE GETTERS.

United States Vice Consul General George H. Murphy sends from Frankfort, Germany, the following statement from a report of the French vice consul at Mogador, Morocco, in regard to German commercial activity in that country:

By their astonishing activity and wonderful patience the Germans have distanced all competitors here. Our trade is declining because we have no traveling salesmen. On the other hand, the Germans themselves offer their products for sale, gather information in regard to what is wanted in Morocco, and carefully comply with the demands of the market in the matter of forms and colors. It is accordingly easy to understand why they are succeeding.

—S. H. Gordon and E. W. Pamperin will organize the Gordon Cheroot Co., of Richmond, and establish a plant at Fifteenth and Main streets. D. T. Manget & Co. will establish a cigar factory at Newnan, of which Bowen Reese will be superintendent.

F. V. ESHLEMAN,

1600 Arch Street, Philadelphia,

MAKER OF

HAVANA CIGARS

A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

Sulzberger-Oppenheimer Co.

(Limited)

Cigar Manufacturers

Broad & Noble Sts.

Philadelphia

JOSEPH HOLLARD & SONS,

Makers of

Hollard's Premiers,

Franklin Club,

Luxury,

and NUMEROUS PRIVATE BRANDS.

Seal Cigar Factory,

2203 South Street, Philadelphia.

Hollard's

J. MAHLON BARNES CO.

MAKERS OF

Only High Grade Cigars

THE CO. CIGAR, Five Cents,

HAVANA TOPS, Ten Cents,

Made in Conchas, Londres and Perfecto Shapes.

ALL UNION MADE. RIGHT PRICES TO JOBBERS.

Correspondence solicited from Responsible Parties.

Factory, Park Avenue and Wallace Street,

PHILADELPHIA, PA.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

JOSEPH C. KOLB,

Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,

Southeast Corner Second and Market Streets,

Camden, N. J.

THE REALM OF THE RETAILERS

HOW THE LARGE HUMIDOR IS CONSTRUCTED.

"WHAT would you think of spending $150,000 for a humidor just to keep Havana cigars moist?" asked the busy manager of the cigar department of a big distributing house. "Makes your $4 Christmas present of an oak humidor look rather insignificant, does it not? This costly vault is installed in one of the modern fire proof buildings in New York—in the warerooms of one of the big cigar companies."

The step from the animated office, thronged with salesmen filling out orders and stenographers busy with the firm's correspondence, into the cigar vault, through an armored door, is not unlike entering a cooling room at the Chicago stockyards. But instead of rows and rows of sides of beef cooling out, the cigar vault is lined with shelves on which rest the choicest importations from the Queen of the Antilles.

The most striking feature about the big humidor is the center mat of plain red brick. This portion of the floor is what furnishes the humidity for the room. Made of a special kind of clay and burned with infinite care in a special kiln, these bricks really are sponges. They are dampened regularly and give off their moisture with such automatic regularity that the most precious fabric in the highly varnished box from Cuba will not be injured.

Safely secured in each box, the fragrance and bouquet of each cigar is not permitted to escape. Although it is not contemplated that Havana stocks shall remain a long time in the vault, experts are agreed that they might be kept for months without loss of flavor, quality or value.

The entire sheeting of the vault is zinc—a splendid nonconductor—and between that and the outside sheath of the big humidor are many thicknesses of felt. The floors are set in a bed of cement and felt, and the porous bricks are laid with the care of mosaics.

Essentially the big cigar humidor is the same whether it costs only a few hundred dollars or as much as the most costly one in the country. It must have a zinc lining, thick doors and the moisture-disseminating bricks.

In a well-appointed cigar vault the temperature is just 50 degrees Fahrenheit. The humidity is indicated by a system of dials. The latter varies according to the amount of moisture in the bricks, the outside temperature and the draught from the opening and closing of the doors.

Havana goods are delicate and have to have considerable solicitude shown for their welfare. You may take from a humidor or vault some of the choicest imported cigars for a European trip, only to find that after crossing the Atlantic your cigars have lost many good qualities—have taken on others not so desirable as they might be, and you complain of them.

The ocean voyage, plainly affects fine tobacco. The cigars are as susceptible to climatic changes as ivory is. The humidor humors the cigar—the dealer watches it with the care of a physician, and the consumer appreciates this solicitude. After all, it's simply one of the up-to date phases of business.

WHAT A WINDOW DISPLAY ACCOMPLISHED.

THERE is every reason why just as much care should be taken in preparing the show windows of a small cigar store, as is the rule with the enormous windows of the modern department store. There never was a store so small that it didn't pay to display samples of its goods, and the merchant who is satisfied by the mere act of dumping a quantity of stuff on the floor of the window and allowing it to remain there indefinitely, does not deserve to have a window in his store.

He would never dream of doing business without a show case. As a matter of fact, his window is a more important adjunct than the show case, for it stands to reason that anyone who sees the show case, sees it because he is inside for the purpose of buying something, whereas, the window display is supposed to catch those who before they saw it had no idea whatever of making a purchase.

The dealer whose store is situated in a residence section of the city, or in a small town, is apt to get the idea that a certain amount of trade will fall to him anyhow, and so it is a useless proceeding to go to any trouble and expense attempting any display changes.

It is a very mistaken idea. In a flourishing country town not a great distance from Philadelphia is a cigar store which was purchased about three years ago by the present proprietor, a man not more than thirty years old. The store is near a drug store, the owner of which has progressive ideas, and makes at least one different window display, after the manner of the Evans stores in Philadelphia, every week.

The cigar store had been allowed to run along with its regular trade before the present man took it, and the goods in the window at the time of the purchase had probably been there six months. The old proprietor, being used to it, didn't see anything out of the way, but the new man saw it with different eyes.

Beside the fresh looking drug store window his place looked the limit of dinginess. He got busy at once. Out came the fly-specked stuff and everthing else in the window. It was a new game on the man, and he had the sense to hire a professional window decorator. When the latter got through, the store looked like a different place, and attracted the attention of everyone in the town. The proprietor, who is a man with natural good taste, at once began a study of window dressing, having the professional come in once a week until he felt that he could try it alone.

People began to watch for the displays. The dealer was just as careful with the interior of the store, and was one of the sort whose whole heart was in his business. Some of the best smokers in the town, who had been buying at some other store or getting their stuff in Philadelphia, came to the conclusion that such local enterprise should be encouraged, and stopped in to look the place over. They found the young proprietor to be an intelligent man, who took an interest in his customers' favorite brands and was always ready to receive or impart information.

Every smoker, no matter how seldom he smokes, likes to consider himself a good judge of tobacco, and enjoys an occasional conversation on tobacco with the man he buys his cigars from.

They discovered that this man really had the interests of his customers at heart, was always informed on the latest thing on the market and was dependable in everything that he said.

And as was touched upon in a previous article, the customers began to take pride in the store as if they had a financial interest in it. They looked for the window displays, often made suggestions for new ones, some of which were practical and good and made the concern a sort of co-operative one.

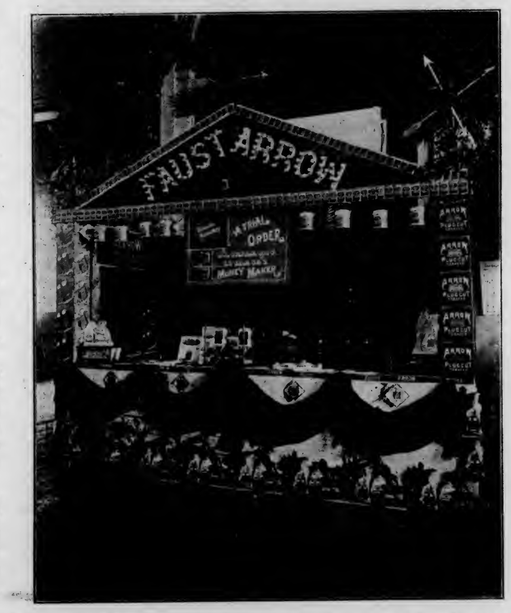
The proprietor of that store bought the business at a ridiculously low figure, and today he has one of the tidiest businesses outside the big cities. The window and interior displays are a lot of trouble and some expense, but they pay him. The store is never crowded with customers and to a casual observer would apparently not begin to be doing the volume of business of which the average city store can boast.

Nevertheless, it is a safe bet that the man's books will show up better than some of the pretentious stores in Philadelphia, and the business is so settled that he can count with practical certainty on his income.

Enterprise, if it is demonstrated in the proper way, will always be recognized by the buying public.

WHEN you change your window display it is a good scheme to paste paper or some other covering back of the glass even, if you have a curtain, and allow it to remain a short time during the day, when people are passing. Sunday is best, if you live in a good neighborhood. It stimulates curiosity, and if your store is located where many of the same persons pass every day, they will be sure to watch for what is coming. You thus secure just double the benefit from your display.

WEISERT BROS. TOBACCO COMPANY'S DISPLAY.



WEISERT BROS. TOBACCO COMPANY, of St. Louis, displayed its Arrow Plug Cut, Faust Granulated and a number of other brands at the Tobacco Show in Philadelphia, and, as the cut demonstrates, did it in a very beautiful way. The company also gave away a large quantity of tobacco in souvenir packages during the week of the show, and this, in conjunction with the artistic booth arranged and conducted by H. J. and W. C. Miller, made a good deal of a hit with consumers.

A National Protects Profits

AGAINST PILFERING MICE AND CARELESS MEN

When Mr. Lensink and some of his clerks were cleaning up under the counters they came across a mouse nest in which they discovered a five and a ten dollar bill which the little fellows had abstracted from the till. Contrary to the custom of those animals the bills were still almost entire.—*Orange City (Iowa) Herald.*

The point of this odd little incident of the mice and the money is that $15 was taken from the merchant's till without being missed. Had a National Cash Register been in use in the store, the money would have been missed at once.

A NATIONAL IS INDISPENSABLE

In every retail store because it detects and prevents losses.

In writing please mention this paper.

National Cash Register Company
DAYTON, OHIO

Jos. Hyink Bernard J. Hyink
Jos. Hyink & Son
General Merchandise

ALTON, IOWA, Oct. 22, 1904.
N. C. R. Co., Dayton, Ohio.
GENTLEMEN: We enclose a clipping taken from the Hull correspondence of the Orange City (Iowa) Herald—one of our local papers. It is the *story of a mouse* and an *open cash-drawer* in which you probably will be interested.
It occurs to us to wonder, if the firm in this case *missed the money*, which of *its clerks* was *blamed* for the *loss*. If a *National* had been *on guard* the bills would not have been lost, of course, but even if they were lost no *clerk* would have been *unjustly suspected*. If the merchants did not *miss* the *bills* the *mice borrowed*, they certainly were in need of a *National to protect their cash*.
Such things as this can't happen to us. *We use a National Cash Register*. It is *mouse-proof* and gives *absolute protection* to our *clerks*. We would not be without it. The good it has done for us would fill many pages if we tried to write it.
You may use this letter as you wish.
Yours truly,
JOS. HYINK & SON.

"POR LARRANAGA" FACTORY ENTERTAINS DISTINGUISHED GUESTS

Havana, Jan. 16, 1905.

One of the pleasant incidents of the assembly of the "American Public Health Association," which held its sessions in Havana at the Ateneo Club building last week, and at which there were about two hundred prominent American physicians, was a visit to the "Por Larranaga" factory on Friday and Saturday made in response to an invitation extended by Don Antonio J. Rivero, the proprietor.

It was evident that the medicos were greatly interested by their tour of inspection, which was made much more entertaining by the care which Don Antonio took to explain every detail of the factory work. After the guests had visited every room in the vast building at No. 2 Belascoain street, where 500 cigarmakers can work comfortably without being crowded, and were given minute explanations and descriptions of how the raw leaf is wetted, the stems taken out and the leaf after being dried is turned into cigars, which latter have to be selected according to 32 different colors, they became convinced that the successful management of an undertaking of this kind did not require a vast amount of capital alone, but also a thorough knowledge of where to acquire the right kind of leaf, and of the blending that is necessary in producing the mild sweet taste combined with the most subtle aroma.

This factory only uses the choicest Vegas of the lowland districts of the Vuelta Abajo, and in order to obtain the right kind often enough, fabulous prices have to be paid as the competition is keen. The Havana cigarmakers make only handwork, no machinery is used, and they become artists in being able to twist the leaf in any kind of shape imaginable.

Don Antonio J. Rivero is a good type of the Spanish gentleman, and having lived for a number of years in the United States, speaks the English language as fluently as his native tongue. After having completed a tour of the factory, from the ground floor to the top, the guests were invited to the office and each visitor was handed a bunch of seven Deliciosos, enveloped in a yellow silk ribbon, which read thus:

"POR LARRANAGA"
Established 1834
COMPLIMENTS TO THE CONGRESSISTS
HAVANA, CUBA,
January 14th, 1905.

The guests were pleased and charmed by the liberality of the host who also entertained them with a light lunch and wine, and some gave orders for hundreds and thousands of cigars before leaving the factory.

Don Antonio J. Rivero evidently profited by his stay in the United States, as he has acquired much tact in doing business, and by appointing Baron Taylor, son of the famous seller of imported cigars, William Taylor, his agent in New York City, and for the United States, has accomplished a shrewd business transaction.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3½ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.
DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO.
154 NORTH THIRD STREET,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

HAVANA MARKET ACTIVE AND TRANSACTIONS LARGE.

Rush of Buyers from the North and Limited Supply of Choice Goods Have Made Prices Feverish. Demand May Exceed Supply. Consumption of the U. S. Has Greatly Increased.

[Special Correspondence of The Tobacco World.]

HAVANA, January 16, 1905.

As was foreseen, the unprecedented influx of Northern buyers and the comparatively limited supply of choice goods, particularly first and second capaduras of Remedios, has resulted in an exceedingly active market and the transactions have been very large.

Prices were feverish, jumping upward from day to day, and as one commission house tersely expressed it, "the market has gone completely 'meschugge' as far as Remedios is concerned." With the exception of one good Santa Clara Excojida, for which the owners will not take less than $55 per qq. for the first capaduras and $36 for the seconds, there hardly remains more than a couple of thonsand bales of Remedios in first hands, and these are not of the finest growth or packing.

The American exporters have of course taken time by the forelock and secured as much as they possibly could for their steady customers, still as the demand may exceed the supply it would cause no surprise to see prices for first capaduras rule from $60 to $65 per qq., and for seconds from $40 to $45 per qq. in the American market, just as soon as the stocks of theses grades in Havana shall have become exhausted.

Good, heavy-bodied Vuelta Abajo fillers have also been actively inquired for and round lots have changed hands at advancing figures. Light Partido fillers were in demand by the clear Havana manufacturers for Tampa, who complain about scarcity of suitable vegas and the high prices asked for same by the local dealers.

No matter what the final outcome of the new crop may be, by the time it shall have been packed and becomes fit for the cigarmakers' tables, it seems to become clearer from day to day that the stocks in the Havana market will barely suffice for the growing demand from the United States.

Evidently the consumption must have increased enormously, as Tampa alone is credited with 50,000 bales of Vuelta Abajo and Partido as its present quota per year, therefore the total yearly needs of the United States of all kinds of Cuban leaf must be above rather than below 200,000 bales, even if the exports last year amounted to only 196,861 bales, against 206,698 bales in 1903. The conclusion to be drawn, therefore, is that the manufacturers, instead of carrying enough stocks, have been following a policy of living from hand to mouth, and that possibly this may result in their having to pay the piper for the little foresight shown in not believing the reports of the shortness of the Remedios crop.

Sales

last week amounted to 14,917 bales in all, or 5,265 bales of Vuelta Abajo 1,002 of Partido and 8,650 bales of Remedios. American buyers have taken 12,588 bales and the local manfacturers and cigarette manufacturers 2,029 bales, while Europe only participated with 300 bales.

The total exports from the port of Havana were in 1903, 303,106 bales while in 1904 there were only 250,638 bales. The seven principal importing countries, exclusive of the United States, were:

	Bales. 1903	1904
Germany,	46,155	32,639
Spain,	32,153	8,730
Austria,	5,329	1,111
Canada,	5,305	3,993
Argentine Republic,	1,715	2,199
France,	1,450	1,894
Great Britain,	1,303	1,707

Buyers Come and Go.

Arrivals:—Simon Batt, of S. Batt & Co., Lep. Cohn, of A. Cohn & Co., J. Cohn, of J. Cohn & Co., A. Blumenstiel, of Levi, Blumenstiel & Co, Chas. Jacobs, of Chas. Jacobs & Co., Alfred and Victor Ettinger, of E. Hoffman & Sons, H. Spingarn, of E. Spingarn & Co., E. H. Smith, of Hinsdale, Smith & Co., Louis Hirsch, of Joseph Hirsch & Son, E. A. Kline, of E. A. Kline & Co.., and Captain Mike Flaherty, the well known broker, New York; J. M. Fortier, of J. M. Fortier & Co., Montreal, Can.; Wm. H. and H. H. Yocum, of Yocum Bros., Reading, Pa.; Matt Berriman, of Berriman Bros., Tampa; Otto and Aug. Eisenlohr, of Eisenlohr Bros.; A. C. Rosenberg, of A. C. Rosenberg & Son, Ventura Blanco and Jose Alvarez, of Philadelphia; F. Opp, of Weinheimer & Opp, and T. Schutz, of The F. R. Rice Mercantile Co., St. Louis, Mo.; Wm. S. Lightburn, of the Cortez Cigar Co., Key West.

Returned:—Louis C. Cantor, of L. Friedman & Co., New York and Havana.

Departures:—Charles Landau and M. Pareda, for Montreal; C. S. Egerton, for Boston; Louis Goldsmith and Charles Barthen, for New York; G. W. Nichols and F. L. Artolozaga, for Key West.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS AMAT VICTORIA CUBANA LUIS MARX HABANA
SOL and LUIS MARX
Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh, La Columnia de la Victoria, La Irma, and La Guipuzcoana.
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana

Havana Cigar Manufacturers

are beginning to notice a better call for their product, and while the trust seems to be less busy and has discharged many cigarmakers for want of orders, the large independent factories have not only kept their forces at work, but in several instances have seated more cigarmakers. The exports of cigars show the following comparison between the years 1904 and 1903:

Total exports of cigars from Havana, 217,645,082 in 1904; 208,077,091 in 1903; increase, 9,567,991.

Destination.	1904.	1903.	
United States—	60,745,446	45,800,429	inc. 14,945,017
Great Britain—	91,616,555	92,277,137	dec. 660,582
Germany—	27,147,516	31,560,509	dec. 4,412,993
France—	8,829,405	9,425,485	dec. 596,080
Canada—	6,264,984	7,193,740	dec. 928,756
Spain—	5,718,838	7,420,010	dec. 1,701,172
Australia—	3,124,280	2,663,800	inc. 460,480
Argentine Republic—	2,497,665	2,041,962	inc. 455,703
Chili—	2,215,601	2,553,859	dec. 338,258
Austria—	2,026,940	1,102,000	inc. 924,940
Belgium—	1,059,443	1,287,226	dec. 227,783

Busy factories are: H. Upmann, Partagas, Ramon Allones, Sol, Por Larranaga, Crepusculo, El Rico Habano and La mas Fermosa.

Buying, Selling and Other Notes of Interest.

Weinheimer & Opp and the F. R. Rice Mercantile Co. were the heaviest purchasers of Remedios, as they have taken over 3,000 bales of first and second Capaduras.

Rodriguez Bautista & Co. sold 1,100 bales of Vuelta Abajo and Remedios.

Mendelsohn, Bornemann & Co. had a very busy week, buying 2,000 bales of all kinds of leaf for their customers.

Sobrinos de A. Gonzalez disposed of 1,000 bales of Vuelta Abajo, Remedios and Partido.

Leslie Pantin purchased 1,200 bales of leaf for his various customers.

Jose Menendez turned over 800 bales of Vuelta Abajo and Partido.

Matt Berriman supplied himself with 600 bales of choice Vuelta Abajo and Partido fillers for his Tampa factory.

Loeb-Nunez Havana Co. were sellers to the extent of 550 bales of Remedios.

C. S. Egerton was a buyer of 1,000 bales of Remedios.

J. F. Rocha closed some transactions of 450 bales of Vuelta Abajo.

G. F. Nichols and F. S. Artolozaga made some fair sized purchases for their Key West factory.

Grau, Planas & Co. sold 400 bales of Remedios.

H. Gagnier and twenty-two of the prominent cigar manufacturers and dealers of Montreal, Canada, arrived here last Wednesday by the steamship Morro Castle and enjoyed a three days' rest by seeing the sights of Havana, returning on Saturday by the same steamer for their Canadian homes. They expressed great satisfaction with their trip, but did not seem to care to talk business.

A. M. Calzada & Co. closed out some 325 bales of Remedios and Vuelta Abajo.

M. Pareda made some profitable purchases for Granda Hns., Montreal.

Suarez Hns. disposed of 300 bales of Vuelta Abajo.

Louis Goldsmith and Charles Barthen secured between 600 and 700 bales of choice leaf.

Sobrinos de V. Diaz turned over 300 bales of Vuelta Abajo.

Charles Jacobs has started in to secure some vegas for his Las Palmas factory at New York.

Jorge & P. Castaneda made one sale of 265 bales of Vuelta Abajo and Partido to a Tampa factory.

Simon Batt is still in the market picking out some extra choice leaf for his La Verdad factory.

Rabell, Costa & Co. sold 187 bales of Vuelta Abajo and Partido to local factories.

J. Cohn purchased some very fine first capaduras of Remedios.

Bruno Diaz & Co. closed out 185 bales of Vuelta Abajo leaf.

J. M. Fortier, who came with the Gagnier excursion party, has stayed here to look over the market and eventually carry home some choice parcels of leaf.

Receipts From the Country

	Week Ending Jan. 14. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,403	2,353
Semi Vuelta	451	513
Partido	214	290
Matanzas		
S. Clara & Remedios	71	810
Santiago de Cuba	36	205
Total	2,175	4,171

CHANGE IN NAME OF HAVANA BRANCH.

Since January 17, the Havana branch of Mendelsohn, Bornemann & Co., of New York, has done business under the name of Manuel Suarez & Co., with which firm there has existed a co-partnership which remains unchanged.

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands S. en C.
"Crepusculo," "Nené" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz B. DIAZ & CO. R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

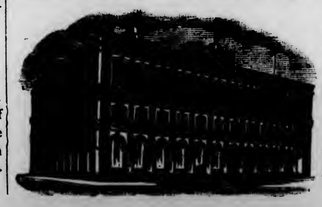
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. MCMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
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In all countries of the Postal Union, **$2.00** per year, postage prepaid.

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PHILADELPHIA, JAN. 25, 1905

THE TARIFF HEARING.

Congress' Committee on Ways and Means is giving a hearing in Washington today to representatives of the domestic interests, who are in force at the Capital to protest against any decided cut in the duty rate on tobacco from the Philippine Islands.

Hearings before the committee on the offending Curtis bill took place on Monday and Tuesday of this week but tobacco interests were not involved. Today is the time specified by Chairman Payne when the tobacco trade would be given full attention.

Naturally it is impossible at this time to attempt to define what effect the hearing will have on the fate of the bill, and all speculation at such a time must be more or less idle. It is certain, however, that the domestic trade will present its point of view and define its attitude in a way which the administration cannot possibly mistake, and it would seem that in view of the forceful and momentous arguments with which the cause is endowed, adverse action would demonstrate a gratuitous stubbornness not easily explainable.

TOBACCO SHOW A POPULAR IDEA.

The Tobacco Show proposition in on the boom just now and there are all sorts of alluring prospects in this direction. There has been some talk, most of it idle we admit, of a national exposition, in which the whole country would be represented, while one enthusiastic penman went so far as to suggest a World's Fair of tobacco.

The World's Fair is doubtless something which our great grandchildren may possibly enjoy but which is a little beyond us. Nevertheless, it seems reasonably positive at this time, that an exposition of national importance will be held in a few months in New York. As stated in The Tobacco World last week, plans have gone far enough for it to have become a question of which building is most desirable and everything—as much as can be possible at this early date—points to a proper consummation of the project.

The show will be under the auspices of the Retail Cigar and Tobacco Dealers' Association of New York city, and as things point now, will be held in Madison Square Garden, or whatever else hall is selected, for a month and then transferred to a number of the larger cities of the United States.

The proposed exhibit will be largely educational and will show the plant in the various processes of growing, harvesting, curing, manufacturing, packing and as finally displayed on a retailer's counter for sale. The manufacture of cigars, cigarettes, smoking and chewing tobaccos and of aromatic snuff will be revealed to the public in New York for the first time, and costly and interesting machinery will be shown in action.

This is a pretty large proposition, much larger than the one carried through in Philadelphia, but the New York projectors have the advantage of following a precedent, whereas, the Philadelphia Association was not only making a precarious experiment, but was making it largely in the dark. It will be a very expensive affair, but judging by the interest manifested in the exhibit in the Quaker City which presented no miraculously attractive displays, it ought to be a go.

SLOT MACHINE RAIDS REPRESENT MISDIRECTED ENERGY.

A week or so ago, Secretary Gibboney, of the Law and Order Society of Philadelphia, descended on a lot of local cigar stores and confiscated thirty or more slot machines which were operating against the law. There was a general clean up in this city about two years ago when a tremendous bonfire of the offending machines was held on a vacant lot.

The machines which were not caught in those raids were thrown out back or carted down cellar, but as time went on a few bolder dealers brought them tentatively out and operated them behind their counters. They grew less timid, until previous to the last raids, and indeed at the present time, there are quite a number of them running in the city.

Out in Des Moines a crusade is being waged against the machines which the authorities and newspapers declare have become so bad in some cases as to subordinate the cigar business itself. More or less feeble kicks have been made in other cities lately, but the most business-like incident in slot machine history was the rumpus in Portland, Ore., about three months ago, which resulted in the establishment of a periodical fine for dealers which acts as an excise tax and furnishes quite a revenue to the city.

It does seem rather silly to invoke the spectacular raiding machinery of the law in order to pounce upon one little de vice whose only offence is the affording of a diverting method of purchasing a five cent cigar.

Every man resents any attempt to deprive him of liberty, particularly in such a small matter, and the mere taking away of the machine will not prevent him from gambling if he so desires. More over it is far better for him to spend his small change in a cigar store than to throw dice or match for drinks in a saloon.

It was stated at the time the machines were so numerous in Philadelphia during the clean up two years ago, that many wives had made personal complaint to the dealers asserting that their husbands took from the wife's allowance, the extra money spent in the slot machine. It is beyond dispute that there were entirely too many machines in the city at that time and the wholesale raids were beneficial.

As long as the condition is no worse than it is at this time, however, it seems like misdirected energy on the part of Mr. Gibboney, to go after the cigar dealers and pass by the dozens of gambling places, dives, and other illegal operations of a far worse nature.

THE AMERICAN TOBACCO CO. AND THE AGRICULTURAL DEPT.

The poor tobacco trust has been accused of about every mean and unscrupulous deed under the sun and has managed to keep on doing business. Now comes a charge whose very novelty may have an effect of which the others failed.

The "Chronicle" of Clarkesville, Tenn., has printed a two column and a half article likening the situation between the American Tobacco Co. and the growers to the war in the East, and after drawing this parallel, accuses the trust of secretly engineering the Agricultural Department in its soil surveys and standing ready to cop out valuable land as soon as the department discovers it. The article says in relation to this:

> We have seen in print and heard much talk of the valuable soil surveys promoted by the Agricultural Department for the benefit of farmers. But has it occurred to the public that the tobacco trust in disguise has been all the while urging these surveys that they might discover the most valuable lands for producing certain types of tobacco, and buy such lands cheap in large bodies, which has been tried in some localities for producing fine cigar tobacco?

The American Tobacco Co. is a pretty powerful proposition, and one which has gone far to attain its ends. It is hardly potent enough, yet, though, to own the Agricultural Department.

THE independent trade notes with regret the resignation of Assistant Secretary Robert E. Armstrong of the Treasury Department, who will leave Washington to take an important place with an insurance company in New York. Mr. Armstrong leaves a small but potent monument in his official memory in the form of the new import stamp. The Assistant Secretary showed so effectively at the time of the controversy over the stamp that he was an active friend to independent interests and, moreover, could not be bluffed, that his exit from officialdom is greatly to be regretted by those same independent interests.

Local Manufacturers and Jobbers.

Marcus Kleinberg, jobber at 219 North Second street, has made application to the United States District Court to be discharged as a bankrupt. A hearing has been set for Friday of this week at 10 o'clock, when the creditors and those interested will be present. Weaver & Drake are attorneys for Mr. Kleinberg.

Quite a number of salesmen were in town during the week, and most of them reported business on the road to be a little slow just at present, with every prospect for an early quickening. Henry Kraus, of Kraus & Co., Baltimore; E. G. Carner, American Tobacco Co.; William Moulsdale, Sanchez & Haya; W. H. McBurney, Lozano, Nistal & Co.; Albert Calisch, Cortez Cigar Co., and W. Y. Connor, Amo, Ortiz & Co., were among those who got around among the retailers.

Ben Beecher, one of the El Provedo Co.'s well known salesmen, has resigned his connection with that firm and will enter the mattress business.

Thomas A. Fl[illegible]e & Co., dealers in fancy groceries an cigars at Chestnut and Juniper streets, have secured the entire building at 19S[illegible]th Second street, and will remove their establishment on June 1. There were heads shaken in the tobacco trade over this proposed radical change of address, but the firm says that considerable of its cigar business is a family trade done by telephone and wont suffer by the change.

Mitchell, Fletcher & Co. have purchased the business of E. J. Crippen & Co., Seventeenth and Chestnut streets, according to a report. Both are grocery concerns with a cigar department.

Edward A. Roberts has been engaged as salesman for the Philadelphia trade by Gumpert Bros. and has already started work.

INCORPORATIONS.

The Ferris & Grady Cigar and Tobacco Co., of Minneapolis, has been incorporated by James R. Ferris and William H. Burd, of Minneapolis, and James H. Grady, of Fargo, N. D., with a capital of $25,000.

The Pierson Cigar Co., of Indianapolis, Ind., has been incorporated for carrying on mercantile operations and buying and selling cigars, with a capital of $25,000.

Martin Johnson, Herman Eckhardt and L. Schoenbucher have incorporated the La Palma Cigar Co., of Milwaukee, with a capital of $10,000.

D. B. Nusbaum, C. H. Jenkins and Joseph F. Levy have incorporated the firm of D. B. Nusbaum & Co., of Chicago, to do business in liquors and cigars, with a capital of $25,000.

C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of
Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.
Packers of
Havana Tobacco
CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade **Cigars** 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of **CIGARS** & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Trade-Mark Register.

FRANROY 14,681
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 18, 1905, at 2 p m, by the South Jersey Tobacco Co, Mt Holly, N J

GOOD UNTIL USED 14,682
For cigars, cigarettes and cheroots Registered Jan 18, 1905, at 2 p m, by John T Taylor, Reading, Pa

GOOD BETWEEN POINTS NAMED 14,683
For cigars, cigarettes and cheroots Registered Jan 18, 1905, at 2 p m, by John T Taylor, Reading, Pa

AND HER NAME WAS MAUD 14,684
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 18, 1905 by at 2 p m, by John A Schmidt, Cincinnati, O

P A T HAVANA SCRAP 14,685
For chewing and smoking tobacco Registered Jan 18, 1905, at 2 p m, by Joseph McCudder, Cincinnati, O

MEXSUSUDIES 14,686
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 20, 1905, at 1 p m, by N Behrowsky, Philadelphia, Pa

BIRNELL 14,687
For cigars Registered Jan 20, 1905, at 2 p m, by N Elmer, Bridgeton, N J

EL MONTE 14,688
For cigars Registered Jan 20, 1905, at 2 p m, by E Montero, Philadelphia, Pa

FATHER GEORGE GOPON 14,689
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 23, 1905, at 9 a m, by H Rosenblum, Philadelphia, Pa

MASTER KEY 14,690
For cigars Registered Jan 23, 1905, at 9 a m, by Yorkana Cigar Co, Hellam, Pa

ST LUKE 14,691
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 23, 1905, at 9 a m, by John A Schmidt, Cincinnati, O

GOLD DIAMOND 14,692
For cigars Registered Jan 23, 1905, at 2 p m, by T I Smith, Centennial, Pa

REJECTIONS.
O see-O, King Bolt, Honest Value, Molino, Republic, O-Hi-O, Cosmopolitan, Key West, Havana Cuttings.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

NEW CO-PARTNERSHIP.

NEW YORK, Jan. 18.

I beg to announce to the trade that I have this day formed a co-partnership with my brother, MAX L. KAUFMANN, under the style of A. L. & M. L. KAUFMANN, for the purpose of manufacturing the highest grade of Seed and Havana cigars.

Having attended solely to the manufacturing interests of the firm of A. L. & A. G. KAUFMANN, with my brother Max L. Kaufmann as office manager, and both of us having now withdrawn from the latter firm, I will be prepared within a short period of time to have the new firm fill any orders that may be entrusted to our care.

I shall be pleased to give any information regarding the above, and solicit correspondence with reference thereto, in care of my temporary address, the Waldorf-Astoria Segar Co., Fifth avenue and Thirty-fourth street, New York.

Respectfully yours,

ALEXANDER L. KAUFMANN.
1-25h

FOR RENT

Cigar Factory Building, Complete,
in good section of
First District of Pennsylvania
Capacity of **25 hands**, and **35 hands** available. Terms moderate. Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

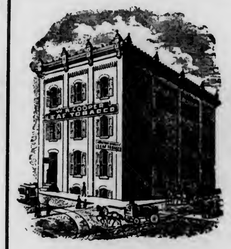
J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market
1901 First-Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.



W. R. COOPER & CO
PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,
Packer, Dealer, and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER
Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

54 SCHOENER. CABLE ADDRESS "TACHUELA"
H. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
170 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
P. J. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, January 21, 1905.

THE WEEK'S MOVEMENT IN LEAF.

The market has shown quite a little improvement over last week in the quantity of goods sold, the new force-sweated Connecticut receiving the most attention. In fact, the demand far exceeds the supply. Pennsylvania broad leaf is a ready seller, and seems to be fast encroaching on the popularity of Zimmer as a filler. Sales of 800 cases of Zimmer are reported at 16c, about 3,000 cases 1903 Wisconsin were sold for export at 10c actual, and odd lots of 1902 Wisconsin sold at 14½c marked.

The Sumatra business shows large increase over the preceding week, about 500 bales changing hands. With the first inscription announced for March 10, it gives about six weeks for importers to dispose of any desirable tobaccos they may hold.

From present reports the new crop is about 225,000 bales, or about 30,000 bales less than last year. Out of 225,000 bales there should be at least 80,000 bales good first and seconds, the balance of 145,000 bales consisting of X Blad (broken leaves) and undesirable tobaccos for this market.

Of the 80,000 bales, this country needs 40,000 bales, and we expect prices to rule high. As to the merits of the crop, no definite idea can be obtained at this time, and it will be far safer to see the tobacco from the 1st, 2d and 3d inscription before expressing an opinion. In the meanwhile we will hope for the best.

The Havana market is improving every day; what old tobacco we have is fast disappearing, and one sale of new tobacco of 500 bales of 1st Capaduros went to one of our large jobbers at 52c net. Prices are certain to advance inside of four months.

AGAINST TARIFF CUT.

The all-absorbing topic of conversation this week in the allied tobacco trades is the public hearing to protest against the reduction of the tax on imported tobacco and cigars from the Philippines. Several prominent men in the tobacco world left this evening for Washington to speak before the Committee on Ways and Means. Some of these gentlemen were especially invited to give their views by Chairman Payne, and in the delegation are representatives of the cigar manufacturers, box manufacturers, cigar labor unions, leaf tobacco dealers, growers and even steamship lines.

About fifteen interested persons left New York this evening in order to be at the opening of the hearing at 10 o'clock tomorrow (Wednesday) morning. Some will return as soon as they have entered their protest, and others will remain as long as the committee sits for this particular hearing.

Charles Fox, of F. Miranda & Co., has been busy all day with A. Bijur and others in securing documentary evidence in support of their proposed vigorous protest, and Benno Newberger, president of the New York Leaf Tobacco Board of Trade, cut short a business trip in order to appear before the committee, but he told me today that after all he was afraid he would be unable to go to Washington this week, as business is pressing in other directions.

The New Yorkers have been in constant telegraphic communication with able representatives of the various branches of the tobacco trade in Philadelphia, Chicago, Pittsburg, Cleveland, Cincinnati and other large cities for some days past, and a large gathering is expected in Washington.

In discussing the condition of trade before he left for Washington, Mr. Fox said that there is little if any change from last week. "Things are going along much the same; business is lively enough not to cause any complaint, and prices are about the same—not lower."

Mr. Bijur said that there is a great scarcity of binders, and that reports state Wisconsin good, but the growth about 25 per cent less than last year.

"In the northern part of Wisconsin the tobacco is almost cleaned out," he said, "and it is now all in the packer's hands. In the east side of Connecticut broad leaf is all bought up at prices ranging at 25c to 38c through. On the west side of Connecticnt some broad leaf has also been bought up quickly, but the price was not as high as was asked and obtained on the east side. Havana seed brought from 17c to 24c through."

A prominent member of the New York Leaf Board of Trade said:

"New Connecticut Havana seed meets with favor, but the farmers demand so high a price for their crops that there is very little satisfaction or profit to the packer. Spanish 1903 is selling well at from 15c to 16c. There is a fair demand for everything in all lines, including Pennsylvania broad leaf; Wisconsin 1903 fillers and Sumatra is asked for right along, with the supply none too large."

Messrs. A. Bijur, Charles Fox and J. F. Cullman, of the National Cigar Leaf Tobacco Association; James Ertheiler, of the New York Leaf Tobacco Board of Trade; Chairman Andrus, of the Executive Board of the New England Tobacco Growers' Association, and President H. S. Frye, of the latter organization, were met at the Pennsylvania depot at 3:30 p. m. today (Tuesday) by the other delegates who will tomorrow appear before the Ways and Means Committee in Washington. Among the latter were John Wardlow, of Key West, representing the Clear Havana Manufacturers' Association; Mr. Dolbeer, of the Warehouseman's Association; Walter Schiffer, of the Cigar Manufacturers' Association of America; Mr. Lauchs, representing the cigar box manufacturers; William Bird, third vice president of the Ward line of steamships, and several well known men interested in the protest against the reduction of the tax on Philippine cigars and tobaccos.

Mr. Fox, who had charge of the transportation, said that he was expecting to be joined later in Washington by Daniel Harris, president of the New York Cigarmakers' Union; Samuel Gompers, President Perkins, of the Cigarmakers' International Union; A. M. Jenkinson, of Pittsburg, of the Manufacturers' Association of Western Pennsylvania, and representatives of the Retail Dealers' Association.

Mr. Bijur said: "Congressman M. E. Driscoll, of the New York State Tobacco Growers' Association, will act with us, as will many others whom I have not now time to name. We have had offers of co-operation from lumber merchants, banks and Western associations, but we think that our delegation is sufficiently strong to compass our end without the valuable aid offered."

President Fry said that his address to the Committee on Ways and Means would be short, but sarcastic.

"I often find that sarcasm counts more than solid argument, which I shall leave to others to adduce. Sarcasm tells if not founded on fact, but when it is built on fact it is well-nigh irresistible. My brief will not take over five minutes to read if I am allowed to go on uninterruptedly, but I expect somebody will butt in on my most sarcastic points."

John R. Young is to join the New Yorkers at the Philadelphia station, and the whole delegation will put up at the New Willard.

The presentment covers between fifteen and twenty type written pages.

JOTTINGS.

Benno Newberger, of E. Rosenwald & Bro., is in Chicago this week, and before leaving received a special rate from the Western Union Telegraph Co., and he is getting his money's worth.

George Dennerlein is on a purchasing tour in Connecticut, and his adjutant-general, Max Herzog, is in command at headquarters.

Charlie Waxelbaum is distinguishing himself in the way of orders from Chicago this week.

Julius Shack closed the banner sale in Sumatra this week in Canada. One hundred and forty-eight bales are not sold every day.

Jerome Fisher, representing A. Cohn & Co. in the Canadian market, sold 70 bales in one lot. "Romey" is a young one, but certainly is a comer.

Ed Kraussman intends leaving for Havana to-day to replenish his stock of tobacco.

Sidney Rothschild, of Rothschild & Bro., arrived from Havana, and is very much pleased with the situation in Cuba.

Matt Rosenshine, of San Francisco, is with us again, and we expect some good orders before he departs.

Julius Lichtenstein has returned from Chicago, where he disposed of large lots of his celebrated packing of Connecticut force-sweated.

John Fielding, of Rothschild & Bro., intends sailing for Cuba very shortly. For so young a man, John certainly knows Havana tobacco.

W. J. Gestal, of Perez, Rodriguez & Co., announces the lease of an annex factory at 116 Pearl street, and a vast extension in business. The firm took on three more traveling salesmen this week, and will now cover the whole United States. Mr. Perez himself is at present in Havana. "Nat" Rice is in Philadelphia this week, but will proceed to Pittsburg, Cleveland and thereabouts on a six weeks' trip.

Jacob W. Cronauer is booking large orders for Perez, Rodriguez & Co.

LANCASTER MARKET QUIET.

Action of Growers' Association on Tariff Cut Has Had Good Effect.

Lancaster, Pa., Jan. 23.

The local leaf market is moderately quiet this week, and transactions have mostly been small. Tobacco growers, of course, are busy in trying to get their crops stripped and ready for delivery.

With the cigar trade generally in good condition, there is every reason to believe that the leaf market will before long revive into strong activity.

A charter has been granted to the S. R. Moss Cigar Co., with a capital of $200,000, but a complete list of the officers has not yet been announced.

In regard to the action of the Lancaster County Tobacco Growers' Association, which last week adopted resolutions protesting against any further reduction of the tariff on tobacco from the Philippines, it can be seen that their action seems to have had a wholesome effect upon the leaf trade, among which an association has existed for several years, but which during the past twelve months has fallen into a semi-comatose condition, while some of the older members seem to have gotten cold feet.

But that the blood is again circulating is testified to by the fact that on Monday evening last a meeting of the local leaf men was held, which was presided over by J. Gust Zook, the well known packer, while C. E. Long, of M. M. Fry & Co., was secretary, and Morris Rosenthal treasurer.

In further view of the fact that the trade can always rely upon the hearty support of such other well known houses as J. D. Skiles, I. H. Weaver, R. K. Schnader & Sons, Kramer & Goldberg, E. M. Cohen & Co., etc., there is good reason to believe that the local trade now has an organization that will not only be active and fully alive to the real interests of the trade, but that the personnel of its officers will wield an influence that will be of permanent benefit to the organization.

D. B. Hostetter, who was for several years past with T. D. Shertzer, has engaged with E. M. Cohen & Co.

KOHLBERG & CO. TAKE IN NEW MEMBER.

Kohlberg & Co., dealers in leaf tobacco in San Francisco, announce that they have admitted to their firm Robert B. Rothschild, who is already well known in the trade. Kohlberg & Co. feel that they have materially strengthened their house by this acquisition.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
∴∴Fine Cigars∴∴
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SECOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. L. Trost, 15 E. Lemon St.; Elmira, N.Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUDDE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa.; Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

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Factory Representative for Pennsylvania.

1133 Ridge Avenue, Phila.

Established 1864 Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

L. S. STAUFFER,

MANUFACTURER OF

HIGH and MEDIUM GRADES

OF

UNION-MADE CIGARS

FOR THE

Wholesale and Jobbing Trade

Akron, Pa.

CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.

OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Philadelphia Tobacco Trade.

Here and There With the Retailers

Youthful Cigarette Thieves.

Three boys, none of whom was more than fourteen years old, were arrested and given hearings last week on the charge of robbing Schmidt's cigar store at Forty-eighth street and Westminster avenue. Entrance was effected through a rear window of the place, and a large quantity of cigarettes and candy was stolen. Two boys about a year older than these three had been arrested previously and are members of the same crowd. The boys were all held in bail for a further hearing tomorrow.

H. G. Cutler, well known dealer at 208 Arch street, has purchased the cigar store at 102 Arch street from John Landenberger and at once assumed active management of the store. Mr. Cutler will run both stores for a time until he decides what arrangements are best.

Joseph S. Gilleland, who has for years conducted a retail store at the northeast corner of Ridge avenue and Wood street, died on Thursday at his home at the same address. The funeral services were held on Sunday at 1.30 o'clock at the undertaking establishment of Albert Moore, 829 Vine street. Interment was made at Chelten Hills Cemetery.

The retail market was rather uneven last week for some unexplainable reason. Some stores did business enough to satisfy anybody, while others in the same class and near enough to be affected by the same conditions, reported things as being very dull. The weather was of the best and trade should have been fair all over.

Some of the dealers are taking advantage of the usual light January to make alterations in their stores and to re-decorate for the coming year, and so do not particularly miss the business. Others have suffered lighter trade owing to the fact that they have pushed big lots of special brands at low prices, and have to wait until their trade catches up. On the whole, the average tone was fairly satisfactory, with room for hope.

Wm. H. O'Keefe, Fourth street dealer, has a window display of Gumpert Bros.' Royal Perfectos, and has quite a run on them at $6 per hundred or 4 for 25 cents.

R. Goldsmith, of Goldsmith & Co., who conducts a store at Fifteenth and Sansom streets, has accepted the Washington agency for Stewart, Newburger & Co. Mr. Goldsmith will be in Philadelphia only on Saturdays hereafter.

Joseph Levy, Eastern representative of the Ballard-Fernandez Co., Tampa, with headquarters in this city, has resigned his Philadelphia connection with the firm and has a number of other plans under consideration.

Yahn & McDonnell, Fifteenth and Chestnut street dealers, report a very good week, and say that the sale of Porto Rican goods continues brisk.

During the last week the decorators have had full sway in M. J. Dalton's Fifth and Chestnut street store, with very striking results. The walls have been done over and present a very artistic appearance.

E. J. Wallis, at the Dalton Thirteenth and Chestnut store, reported last week as being the best since the week before Christmas.

F. H. Rogers, who is one of the most obliging and best liked clerks in the Philadelphia trade, has been confined to his home for a week, suffering from a severe attack of tonsilitis. R. M. Boch in whose Broad street store Mr. Rogers' holds forth, started to be ill one day last week but suddenly changed his mind.

Leaf Dealers' Jottings.

Philadelphia Leaf Board of Trade Joins Protest Against Curtis Bill.

The following telegram was sent on Wednesday of last week to Sereno E. Payne, chairman of the Ways and Means Committee, Washington, D. C., by the Philadelphia Leaf Tobacco Board of Trade:

The Philadelphia Leaf Tobacco Board of Trade earnestly protests against the passage of the bill introduced by Representative Curtis reducing the duty on Philippine products, and asks that your committee grant us a hearing to show why the bill is inimical to our interests.

JOHN R. YOUNG, President.
J. S. BATROFF, Secretary.

The majority of the local leaf houses, at least those which are gunning for western trade now, did a fair amount of business last week, quite as much as could be expected at this time. Some firms reported business a little better than last January, and all agreed that, taking prospects into consideration, there was no fault to find.

The main trouble is that customers are holding off on the high prices and business moves very slowly. At the same time, as one dealer put it, manufacturers can't make cigars out of hay, and have simply got to have tobacco. There was good inquiry during the week, and the prices quoted were just about as low as could be, for the leaf dealer to live. That being the case, the dealers in a good many cases merely have to wait for the customer to make up his mind to come up. The latter part of the week showed a better tendency, however, and everyone looks forward to a very satisfactory February.

Jake Labe, of B. Labe & Sons, who is making the Western trip, has sent in a nice bunch of orders, and reports business in that section as good as he had expected it to be.

COMMITTEE ON WAYS AND MEANS HEARS PROTEST ON THE CURTIS BILL.

A. Bijur, G. W. Perkins, H. S. Frye, B. Ezra Herr, Congressman Driscoll and Others Prominent in Various Branches of the Trade Make Strong Protest Against Philippine Cut Rate.

Washington, D.C., Jan. 25, 1905.

Representatives of tobacco growers, leaf dealers, cigar and tobacco merchants and other branches of the trade assembled before the Congrssional Commitee on Ways and Means in the Capital today and presented an overwhelming series of arguments against passage by Congress of the Curtis bill, which aims to reduce the duty on tobacco from the Philippines to 25 per cent of the present Dingley rate. Chairman Payne and the committee will consider the evidence presented and report the bill.

The hearing commenced at 10 o'clock, and was opened by H. S. Frye, who represented the New England tobacco growers. Mr. Frye did not speak at great length but very forcibly voiced his protest against the cut.

"As I understand the bill," he said, "it has two objects to accomplish; first, and primarily the rehabilitation of the industries of the Philippine Islands, and second, to increase the revenues of the insular government, and both by largely increasing exports from there to this country."

Chairman Payne here said that the income of $400,000 lost by taking the duty from hemp was to be made up somehow and that Mr. Frye's premises were wrong. The latter accepted the correction and continued.

"It is an old saying, 'never look a gift horse in the mouth,' but in the privacy of our barnyard we are all apt to disregard it, as it is decidedly unwise not to do so, and I propose to look this animal over before I go into ecstatic gratitude to the giver of it. Briefly, the proposition is to impose a duty of only 25 per cent of Dingley rates on sugar and tobacco. I will drop the sugar question and would consider that that industry was perfectly competent to take care of itself, if I had not recently learned that by its absurd opposition to a reasonably fair compromise proposition it had reopened the whole question.

"Twenty-five per cent of the Dingley rates means a reduction in the duty on wrapper leaf of $1.38½ cents per pound, or from $1.85 to 46¼ cents and on filler leaf from 35 to 8¾ cents per pound; moreover as there never has been made a law and never can be that will justly and equitably collect wrapper duty on any appreciable quantity of leaf tobacco imported that can be used here for filler purposes (and Manilla tobacco can be) the result will be that nearly all Philippine leaf tobacco, wrapper and all, will actually be paying 8¾ cents per pound duty.

"We didn't dream of such things when we got our low tariff Democratic friends to give us $1.50 a pound protection on wrapper leaf in the Wilson bill, and we've been so grateful for the $1.85 cents a pound duty the Dingley bill gave us, we've kept pretty much all this country Republican ever since. Now, it's pretty tough to endure the suspicions that our old friend and benefactor is likely to go back on us now, particularly when there is no question of national honor or repudiation involved."

At this point Mr. Frye referred to the entire exemption from internal revenue taxes of Philippine tobacco which the trade understands will be the result of the bill. Chairman Payne questioned this and the matter was noted, to examine the law upon. Mr. Frye then said that there had been discrepancies in reports which should be looked into. Two years ago Judge Taft stated in a number of cablegrams that the cigar industry in the Philippines was very depressed and that the cigarmakers there were nearly starving to death. Now it is stated that the wages on the Islands are greatly increased and factories are not able to keep up with their orders.

"So that, boiled down," said Mr. Frye emphatically, "the proposition is simply to bring the tobacco and cigar industry of the Philippines to a condition of prosperity by opening this market to it free. And it follows as a natural result, that to do so, involves the injuring of our own industries to the same extent that we improve theirs. A short time ago I personally acquiesced in a proposed compromise of 50 per cent of the present Dingley rate, but that project fell through, and I now most earnestly protest against any reduction."

Mr. Frye was followed by A. Bijur, representing the National Cigar Leaf Tobacco Association, who delivered a very comprehensive argument, which succinctly embraced the complete situation, which follows, in full:

In presenting this statement we speak for a trade now thoroughly organized, including the National Cigar Leaf Tobacco Association, the Cigar Manufacturers' Association of America, the Clear Havana Manufacturers' Association, the Independent Tobacco Manufacturers' Association, the Retail Cigar Dealers' Association, the New England Tobacco Growers' Association and other organizations of the cigar leaf growers in the various States. We are also advised that our views are shared by various steamship companies, warehouse interests, cigar box makers, silk ribbon manufacturers, lithographers and others. The majority of these interests are represented in our delegation here to-day. A special delegation, representing the Cigar Makers' International Union, will present their views, in which we heartily coincide.

If a bill providing for a further reduction on Philippine tobacco and its products passes at the present session of Congress it will be the fifth tariff reduction measure affecting the tobacco interest that will have been put into effect in a period of seven years, in addition to three changes in rates of internal revenue on tobacco products made by the Spanish war revenue act, its amendment and repeal. As a result of our war with Spain three great tobacco and sugar producing countries, Porto Rico, Cuba and the Philippine Islands came into close relationship with the United States. A wave of philanthropy, carefully fostered and developed by various business interests, swept over the country and demanded that economic favors should be shown to what were variously known as the wards of the nation and our new colonial empire. This charitable sentiment reflected credit on the heart of the great American public, but the tobacco trade may be pardoned for its cynicism if it persists in wondering how much the demand for tariff reductions would have been lessened had these islands produced a variety of commodities, competitors of domestic products, in quantities relatively equal to their production of sugar and tobacco.

The tobacco trade, as a whole, has raised no objection to the tariff gifts made at its expense where it has felt that it could afford to give the amount asked. Even in the case of the Cuban Reciprocity Treaty, when the early fifty per cent. reduction proposition resolved itself finally to a reduction of twenty per cent., our objections were more that the bargain made was ill-balanced and to the disadvantage of the United States than that very serious results would follow; our most pessimistic predictions have been verified by the seventy-five per cent. increase in the import of cigars, the 30,000 bale decrease in the importation of tobacco, and the absence of any decided increase in our exports to Cuba.

So that, when we say that the proposed sixty-six and two-third per cent. reduction on Philippine tobacco and its products to twenty-five per cent. of the Dingley rates means disaster to our cigar leaf tobacco growing interest, and the transfer of the greater part of our manufacture of cigars to those islands, we expect this statement to be accepted as a truthful representation of our opinion, without color or exaggeration of any kind. As we may, with all due modesty, claim to be experts in the matter of tobacco and cigars, we must regretfully decline to consider the opinions contrary to our view of this matter, as expressed by the various great newspapers.

A great deal has been made of our total annual production of seven thousand million cigars, as compared with the present Philippine production of 150,000,000. If this Philippine output were all that had to be regarded, the cigar manufacturers would not view the prospect of tariff reduction with serious apprehension. But little Porto Rico is to-day sending to the port of New York alone 58,000,000 cigars a year, and the Philippines are thirty times as great in area, and have eight times the population of Porto Rico. Cuba raises enough tobacco to make over 2,000,000,000 cigars, and sends us 20,000,000 pounds of leaf annually, which we import in spite of freight rates and a 28 to 148 cent per pound rate of duty. The Philippines are almost three times as big as Cuba and have a population six times as great. Tobacco can be grown almost anywhere in the islands. If labor be scarce there is China to be drawn on, for no one can seriously believe that the Exclusion Act can be effective where thousands of miles of coast invite its evasion. These, then, are our grounds for apprehension; an unlimited field for the growth of tobacco under the most favorable climatic conditions, an unlimited supply of labor for its development and for the manufacture of the tobacco into cigars, and a wage rate that makes American competition impossible, unless safeguarded by a protective duty.

The greatest element of cost in the production of tobacco and cigars is labor. Tobacco field hands are paid in this country $1.50 per day; cigar makers average something more. In the Philippines field hands get from fifteen to twenty-five cents per day, and cigar makers average just below forty cents per day, according to the latest available official census figures. A tariff which, making due allowances for transportation and other necessary expenses, does not fully equalize the difference in labor cost means either lower wages for our working people, or the transfer of the industry to the point of cheaper production. Before going on to other matters we wish to point out that the forty cent daily wage of the Coolie cigar maker—so pitifully small as compared with the American wage of $1.60-$1.70—is nevertheless not so low, compared with the wages paid cigar makers in other countries, as to justify any hysterical outburst about ruin and starvation.

As regards manufactured tobacco suitable for cigar purposes, into which category Philippine tobacco falls, it is notable that, in spite of its own enormous production, the United States imports 32,000,000 pounds annually, practically all from the islands of Sumatra and Cuba. These imports are compelled, not by lack of tobacco, but by public taste. In the case of Sumatra, its light color and handsome appearance make it popular with the smoking public, and Cuban tobacco, on account of its aromatic qualities, must constitute the main part of a cigar intended for a fastidious smoker anywhere in the world. Philippine tobacco, in its present state of cultivation, can replace neither of these tobaccos. It can compete here at the 25 per cent. rate of duty only with the domestic tobacco. The Government figures on our annual production of tobacco is about 630,000,000 pounds, but in this connection we must point out that by far the greater amount is tobacco suitable for pipe or chewing purposes, as we raise only about 140,000,000 pounds of cigar leaf tobacco. The two types are about as distinct as apples are from pears, and they cannot be used interchangeably. If the problem were, could our 140,000,000-pound production, raised by labor at $1.50 a day, afford to admit to competition the present Philippine export of 19,000,000, raised by labor at 20 cents a day, with a duty in our favor of 8¾ cents per pound, and say the additional 1¼ cents per pound for transportation, we might regard the problem without apprehension. That, however, is not the problem. The proposed 8¾-cent duty will either greatly stimulate Philippine production, or fail utterly in its purpose.

There is no reason to doubt the Government reports that tobacco raising in the Philippines is capable of indefinite extension; Sumatra, Borneo and Java, with a similar climate and topography, are among the most important cigar leaf producers of the world. Sumatra and Borneo are the world's reliance for cigar wrappers, and Java furnishes binders for Europe and a large filler crop that is highly esteemed there. Government reports show that the Philippines are capable of equaling the production of the neighboring islands. So we need not delude ourselves by considering a possible importation from the Philippines of 19,000,000 pounds of rather inferior tobacco, but must look to a production there of at least 100,000,000 pounds of first-class tobacco that it is proposed to admit here at duties of 8¾ per cent. for fillers and 46¼ cents for wrappers, if this last proves collectable. And this in spite of the fact that a 28-cent duty on fillers permits us to import 20,000,000 pounds from Cuba, while a $1.85 rate on wrapper enables us to take nearly 7,000,000 pounds from Sumatra. But, above all, without the necessity of looking into the future at all, what is to prevent the import of Sumatra tobacco into the Philippines, paying 22½ cents per pound duty, it being repacked and rehandled so as to sufficiently disguise its identity, and its subsequent import into the United States as Philippine wrappers at 46¼-cent duty, or a total duty cost of 68¾ cents, as against the $1.85 duty on Sumatra tobacco, to the detriment of the honest importer and the revenues of the Government?

The same general line of reasoning applies to cigars. Philippine wages are one-quarter of ours, and their tobacco that is used in the cigars cheaper than any available for our use, and we are to reduce the duty, already 5 per cent. less than that placed on Cuban cigars under the Reciprocity Treaty, an additional 66 2-3 per cent.

It is clear to us, whether Philippine cigars become popular or not, that nothing but harm can come to our industry by the proposed rate of reduction. If the cigars are liked here it will mean the transfer of the bulk of our industry to the Philippines; if, as the friends of reduction triumphantly claim, the cigars are wretched and can never willingly be

OVR NEW CROP!

The Finest **Shade-Grown SUMATRA** we ever Raised from Our Own Plantations

It is to your advantage
to see our tobacco before
placing orders elsewhere

Even, Uniform Colors
Perfect Burn
Enormous Yield
Reasonable Prices

We solicit the privilege of competing for your business

Florida Tobacco Co.

131 Maiden Lane,

NEW YORK, N. Y.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

smoked by our public, it will damage us while the matter is being tried out, and, from the false stimulus received by the Philippine cigar industry, will result in the great and certain injury of the cigar manufacturers of the islands. The cigars whose effects we chiefly fear are those that sell at from $10 to $15 per thousand. They are well made and present a good appearance. At the proposed reduced rate of duty, the duty on these would be $15 on an average. They would have an advantage, additional to the sixty-six and two-third per cent. reduction from present Philippine duties of $3 per thousand, as compared with our cigars, as the Internal Revenue Department has ruled that cigars coming from the Philippines need not have our revenue stamp attached, although it is affixed in the case of both Cuban and Porto Rico cigars. This is a dangerous precedent, and likely to cause many attempts to defraud the Government, and should receive special and prompt attention by Congress.

A great deal has been made, with apparent seriousness, of the part transportation charges are to play in giving protection against Philippine cigars and tobacco. How absurd any such consideration is when directed toward tobacco can be seen from the fact that we imported more than 6,500,000 pounds of Sumatra tobacco, which were transported from the island to Amsterdam, unloaded and put in stores, and then again loaded on steamers and brought here. In addition, we paid $1.85 per pound duty on them. This should dispose pretty well of the transportation argument, as it affects the unmanufactured leaf. The reduction in duty proposed would be from seventeen and a half to ninety-two and a half cents per pound, and the transportation charges urged as an offset amount to perhaps a cent per pound. In regard to cigars, the cigar trade of the Pacific Coast is supplied mainly from New York, Pennsylvania and Florida. It is the custom for the manufacturers of these States to allow jobbers $1 per thousand to cover freight charges to the Coast, which would place our cigars delivered in San Francisco at a disadvantage, as to transportation, with cigars delivered there from Manila, whence the freight would probably be inside of fifty cents per thousand.

As it is declared the policy of our Government to put every business interest of the community on an adequately protected basis, we feel justified in assuming that the measure of protection accorded the tobacco interests is ours by right; and as long as the policy of universal protection obtains, our rate of protection should not be lowered in favor of any one else whatever against our welfare.

It is an indefensible scheme to put tobacco in practically the same category as hemp or copra, tropical products which have always been granted free admission under our protective system because they compete with no domestic product. We grow enough tobacco ourselves, and our cigars are within the reach of the poorest of our citizens. We cannot consent to a tariff rate that will cut our industry from under us, and we should not be asked to do so.

Mr. Curtis, father of the objectionable bill, interrupted Mr. Bijur once to declare that he understood there was a great decrease in exportations from the Philippines.

"There was a decrease, but I understand that it has been followed by an increase," said Mr. Bijur.

"A small increase," responded Mr. Curtis. "Isn't that a sign that the smokers don't want that product?"

"I don't think the smokers have ever had a chance, commercially, to get them," was the answer.

B. Ezra Herr, president of the Lancaster County Growers' Association, of Pennsylvania, submitted resolutions which had been adopted by his association, and spoke in endorsement of them. He said that the cut would be particularly detrimental in Pennsylvania and Ohio, for the reason that they are great filler States.

"It will injure us much more than Wisconsin and the other tobacco growing States," said Mr. Herr, "and we wish to make the very strongest sort of a protest. We have given our money to better the situation in the Philippines; we have built schools for them; we have sent our daughters to teach them; we have put down insurrections and we have established the Filipinos in everything they are capable of carrying out.

"Is not that enough?

"The wages paid to Philippine labor are such that no American can possibly enter into competition with them. We voted last fall for protection and it is not protection we are getting. However, the growers have by no means given up hope that the bill will be seen in the proper light and a tremendous industry protected."

Before this speaker retired he answered a number of questions as to prices in Pennsylvania and the average condition of the crop.

G. W. Perkins, president of the Cigarmakers' International Union of America, then presented the side of the cigarmakers, and began his remarks by saying that his constituents had no ax to grind, but were simply looking out for their livelihood. Mr. Perkins gave a very comprehensive and complete history of the cigarmaking industry, showing how it had grown in a half century from practically nothing to its present magnitude.

"The increase in the output of cigars since 1863 is about 7,205,000,000 per year, or 3700 per cent," said Mr. Perkins. "The value of the output during 1900 was $160,223,152, showing an increase of $159,223,152 over the value of the output of the Connecticut Valley in 1860, which at that time was the principal cigar producing center of the United States. For the fiscal year of 1904 we paid a revenue to the Government on cigars of $20,498,711.84.

"In 1863, less than 2,000 persons were employed in the cigar industry, while Government statistics show that there are now employed in the cigar trade about 125,000, fully 80,000 of whom are skilled workmen. In the Philippine Islands about 20,000 people are employed, at an average pay of $10.21 per month, or 37½ cents a day.

"The American manufacturer now has to pay a tariff of $1.85 per pound on Cuban wrapper tobacco and 35 cents per pound for fillers. The Philippine Islands are favorably adapted to the growth of tobacco which will soon successfully compete with that grown in any other country, an advantage ours does not possess.

"A good cigar can be bought in Manila for a cent, while the home produced cigar sells for 5, 10, and 15 cents apiece. Under the proposed reduction a cheaper grade of cigars could be laid down at San Francisco for $17.62 per thousand, and the higher grades from $4 to $6 above this price.

"Give this Oriental cheap labor a market here, and the results will be ruinous to our industry. We cannot understand by what right Congress can justify legislation which will surely result in lowering the standard of living of such a large army of loyal American citizens.

"We protest against being pitted against Oriental labor in our struggle for existence. The act proposed will simply tend to drag us down to the level of the Filipino rather than raise him to ours. Moreover, I understand that all the cigar factories of Manila, thirty-one in number, are owned by foreign capital, except one.

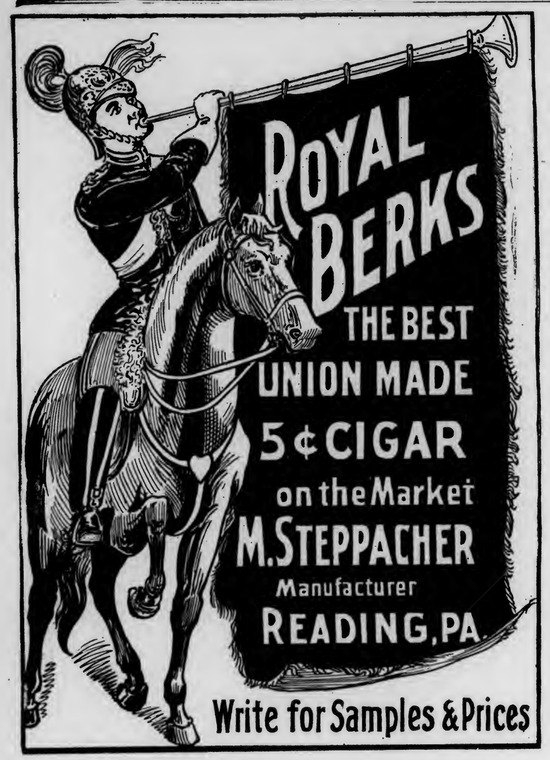
"This protest is respectfully submitted on behalf of 47,000 organized cigarmakers in particular and the entire craft in general."

This closed the morning session and the committee adjourned until 2 o'clock. The second session did not last more than fifteen minutes, Congressman Driscoll, of New York State, representing a large body of growers in his district, speaking on general terms against the passage of the bill. Mr. Driscoll said that he knew the New York Growers' Association would consent to a cut of 25 per cent., making the altered rate 50 per cent of the Dingley tariff, and urged the committee to report such a recommendation as the most satisfactory compromise.

This ended the hearing in the tobacco interest. J. M. B.

—The San Telmo Cigar Manufacturing Co., of Detroit, Mich., has increased its capital from $10,000 to $50,000.

—The Beck Cigar Co., of Canton, O., has been incorporated with a capital of $10,000.



The Gilt Edge Cigar Box Factory

Cigar Boxes and Shipping Cases

Labels, Edgings and Ribbons

Cigar Manufacturers' Supplies of all Kinds.

Daily Capacity, Five Thousand Boxes.

J. FRANK BOWMAN,

51 Market Street, Lancaster, Pa.

J. A. COLLINS. GEO. A. BUDDY.

The Littlestown Cigar Company

Littlestown, Pa.

Manufacturers of

STRICTLY UNION-MADE CIGARS

OUR LINE:

Lord Bute, The Buddy, Union Riders, Sweet Tips, Cuban Emulator, General Post, Pretty Nell.

W. C. Jackson,

Manufacturer of

Fine Cigars

Factories No. 34 and No. 1596,

East Prospect,

Penna.

Correspondence with Wholesale Dealers and Jobbers Invited.

Telephone Connection.

Quo Vadis

5-Cent Cigar

This is **the** cigar for you to sell—it will please your trade and increase your business.

It is an exceptionally good nickel cigar—strictly hand-made, from delightfully blended long Havana filler and imported Sumatra wrapper.

A winning feature of the "Quo Vadis" is its handsome, up-to-date

Diplomatico Shape,

which insures a rich and satisfying smoke and will attract attention in your show case.

If you are not already selling "Quo Vadis" cigars let us ship you some. Somebody in your town is surely going to make money selling this cigar, so **why not you?**

Price $35.00 per 1000, attractively packed in boxes of 50.

We invite correspondence from responsible dealers everywhere.

Exclusive control given to prominent jobbing houses for territories not already covered. Write us to-day.

Sample box of 25 sent to dealers for $1.00, express paid.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

Geo. W. Newman, who went West last week for Young & Newman, has already made some good returns, and writes that he is highly satisfied with the way territory is opening up.

L. P. Kimmig, of L. P. Kimmig & Co., is dividing his time between Philadelphia and Lancaster these days. This house is doing a good business in Pennsylvania broad leaf.

Julius Eckerson will take an extended business trip through the West as soon as his brother, head of the firm of F. Eckerson & Co., returns from Havana where he is buying for the house.

With Manufacturers and Jobbers.

Orders are coming in nicely now with the manufacturers and it seems evident that the holiday glut is well out of the way by this time and jobbers and retailers are ready to fill up again. There are no kicks coming on the way the month is closing up, and quite a number of Philadelphia firms are increasing their corps of salesmen. A good proportion of the business is still in the West and South, and very few manufacturers are running very heavily on this market just now. Everything points to a very good spring.

The Liberman Manufacturing Co., manufacturers of modern cigar making apparatus, has a striking sign painted on the side wall of the building at Third and New streets. The name of the firm, and a picture of the cigar machine are in black on a white background, the whole sign being about fifteen feet high. It can easily be seen and distinguished at a considerable distance.

J. S. Vetterlein has been in Boston for the last week, returning today. Mr. Vetterlein was looking over the New England trade with a view to increasing their business in that section.

Jasper L. Rowe, the Virginia representative of Vetterlein Bros., was in the Philadelphia office this week for a few days. Mr. Rowe thinks it will be a banner year in his territory.

Charles S. Oettinger has been engaged by the Vicente Portuondo Co., and started yesterday for a three months selling trip through the East and South. Mr. Oettinger's long suit is on clear Havana goods.

The Vicente Portuondo Co. is pushing its nickel brands on the local market and has quite a number of extra city salesmen out.

NEW CROP FLORIDA.

On another page of this issue will be found the announcement of the Florida Tobacco Company, offering fine Florida tobaccos of the new crop which is claimed to be the finest ever grown in the South. Mr. D. A. Shaw, President of the Florida Tobacco Co., is one of the best known growers of tobacco in the Peninsula, having for years previous to his present engagement been connected with one of the largest and most successful tobacco plantations in the South.

In any event those interested in Florida tobacco would no doubt do well by looking carefully into the merits of the offerings of this company, which for the convenience of the trade in the North now has an office and sample room at 131 Maiden Lane, New York, at which address samples and other particulars are obtainable.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 23, 1905.

Havana—Jas. E. Ward & Co., 1 case cigarettes.

Liverpool—American Tobacco Co, 2 cases tobacco; Amsterdam Supply Co, 30 cases cigarette paper.

Palermo—Order, 10½ cases snuff and tobacco.

Ponce—Rojas, Perez & Co, 4 boxes cigars.

Trieste—M. Arkossy & Co., 2 cases cigarette paper; Order, 19 barrels tobacco.

SUMATRA TOBACCO.

Str. Ryndam, arrived Jan. 18.

(239 bales)

H. Duys & Co	126 bales
Pretzfeld & Co	50 "
A. Blumlein & Co	27 "
United Cigar Manufacturers	18 "
S. Rossin & Sons	13 "
Otto Malchow & Co	5 "

HAVANA TOBACCO.

Str. Havana, arrived Jan. 22;

(474 bales; 38 bbls; 1 case.)

Jas. E. Ward & Co	99 bales
Leonard Friedman & Co	94 bales
M. Atak & Co	50 "
Calixto Lopez & Co	50 "
Edward Arendt & Son	44 "
G. Salomon & Bros	33 "
Hamburger Bros. & Co	27 "
E. Rosenwald & Bro	25 "
E. Ellinger & Co	20 "
J. Bernheim & Son	20 "
I. C. Calmet	6 "
C. Castellanos & Co	6 "
C. Castellanos & Co	38 bbls.
Jas E. Ward & Co	1 case

HAVANA CIGARS

Str. Havana, arrived Jan. 22:

(14 cases.)

Jas. E. Ward & Co	10 cases
Morten & Co	4 "

PORTO RICAN TOBACCO.

Str. Ponce, arrived Jan. 23:

181 bales.)

C. Mendez	118 bales
Order	60 "
Durlach Bros	3 "

PORTO RICAN CIGARS.

Str. Ponce, arrived Jan. 23:

(204 cases)

American Tobacco Co	62 cases
American Cigar Co	28 "
West Indies Cigar Co	17 "
Durlach Bros	16 "
C. D. Stone & Co	13 "
Am. W. I. T. Co	11 "
F. Bonilla & Co	9 "
Victor Malga & Co	9 "
C. Mendez	9 "
Arguelles, Manrique, Sola & Co	7 "
Cadiz Cigar Co	7 "
DeFord & Co	5 "
G. W. Sheldon & Co	5 "
Order	4 "
Mateo Rucabado	2 "

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

DELA FLORA CUBAN STAR

GEO. STEUERNAGLE,
Manufacturer of
Pittsburg Stogies,
No. 2103 Penn Avenue,
Goods Sold Direct to Jobbers and Dealers. **PITTSBURG, PA.**

G. H. SACHS,
Manufacturer of **FINE CIGARS**
Factory No. 7, Ninth Dist., Pa. LANCASTER, PA.
Integrity of Purpose and Earnest Endeavors, Coupled with Energy,
Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

Pan-American Pan-American No. 2 Pan-American Special

PAN AMERICAN
Registered
STOGIES
MADE BY
Samuel Smith & Son,
112--116 East Jefferson Street,
Special Prices to Jobbers.
Mention The Tobacco World. **Allegheny, Pa.**

J. B. Milleysack
Manufacturer of
Fine Havana Hand-Made *CIGARS*
615, 617 and 619 Lake St.
Lancaster, Pa.

CINCINNATI MARKET.

Last Saturdays Sales Marked by Light Offerings.

Cincinnati, O., Jan. 24.

The cigar leaf sales last Saturday were marked with light offerings, the total being but 91 cases, all of which were sold at one house. The quality of the offerings was very fair and the condition generally good. There was, though, an almost total absence of high grade fillers and wrappers. Good old Zimmers ranged from 6 to 10¼c. and a few new from 8¼ to 11¾ cents. Connecticut binders and fillers sold from $4.10 to $9 10 per 100 lbs. Wisconsins and Little Dutch sparingly offered and poor in quality. Prices on Little Dutch ran from $2.30 to $5.40. Wisconsins ranged from $1.50 to $5.10.

—Mather Newberger, one of the best known men formerly connected with the trade in Southern Ohio died at his home here last week after a short illness with pneumonia.

—The E. O. Eshelby Tobacco Co., of this city, purchased on the Louisville breaks last Thursday a hogshead of tobacco from Kentucky's exhibit at the St. Louis World's Fair, for $11. It was put up by J. M. Vaughn, of Owensboro, who selected it from a purchase of 3,000,000 pounds.

—Joseph Sebastian's cigar store and factory at 1047 St. Gregory avenue was partially wrecked last Thursday evening by an explosion of illuminating gas. Several customers were slightly injured by the falling of the ceiling. All of Sebastian's show cases were broken and his stock badly damaged by falling plaster. The damage to stock and fixtures entailed $1,000. BUHRMAN.

NEW TOBACCO PUBLICATION.

"The Tobacco Colonial Quarterly" is a new publication gotten out by "Tobacco" London, England. Its purpose is to supply the colonies of England with full and complete information of events in the home trade and the happenings in the tobacco centers of the world. For those interested in the tobacco trade in the English colonies the new journal will be found to fill the bill.

A FEW CHANGES IN READING.

But all are in the Nature of Business Enlargements.

Reading, Pa , Jan. 23.

Chas. M. Yetter, of Mohnsville, near here, who during the past six years has built up an extensive cigar business, has secured a charter, and the business is being transferred to the new corporation which will be known as the Chas. M. Yetter Co. The capital stock will be $15,020, pratically all of which will be held by the Yetter family.

Arrangements are being made to build a new factory building a few miles outside of Reading, at Edison, ground having been bought some time ago with that end in view. The present factory is steadily busy, and plans are laid for an output of 5,000,000 cigars this year.

J. G. Hausen is having good success with his latest brand All Points and is looking forward to a record breaking year.

John G. Spatz, of J. G. Spatz & Co., summarized the conditions throughout the country as healthful, and especially n the West, where his firm's products have a large sale.

H. S. Dibert, of the Industrial Cigar Manufacturing Co., is also very favorably impressed with the way in which trade is opening for the new year.

F. P. Kalbach has opened his new factory at Sixth and Windsor streets and is very nicely located, with a modern retail department. His brands are the National Emblem, White Qwl, The Original and F. P. K.

Chas. R. Albright has increased his working force. He now has orders enough in hand to keep all busy until February 15.

F. H. Deibert & Co., cigar manufacturers at Orwigsburg, have changed their firm name to Deibert & Yeager, but business will continue as before.

SWISHER BROS. BUY BUILDING FOR NEW FACTORY.

Chillicothe, O., Jan. 24.

Swisher Bros., the stogie makers, have bought the big building formerly occupied by a wagon works here and will convert it into a factory at once. It will be made the distributing point for all the other factories in the State.

Wedeles Brothers,
Florida Sumatra
182 E. Lake St. CHICAGO, ILL.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

OUR TWO BIG SELLERS

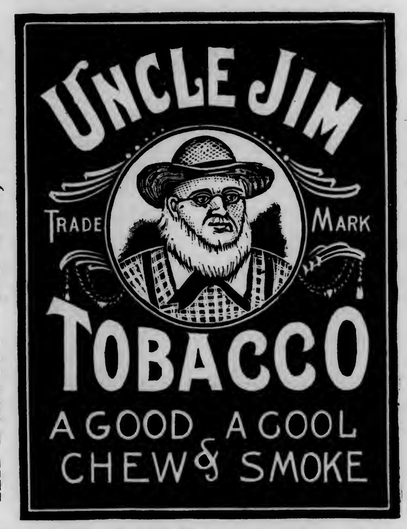
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.

Factory No. 38, YOE, PENNA., U. S. A. Ninth Dist., Pa.

NOTES FROM THE YORK MARKET.

York, Pa., Jan. 23.

The York county trade is rapidly getting back into normal working order again, and the output for this month it is believed will exceed that of January a year ago. Visiting leaf men find a fair business, notwithstanding the fact that it is early in the year.

The Dallas Cigar Co., of Dallastown, has closed its factory at Windsor and removed the business to Dallastown.

G. W. Gable, of Windsor, recently secured several large orders for goods that are to be sent to the Coast.

M. Katz & Son have commenced the manufacture of scrap tobacco for cigar filler purposes, and occupy a part of H. W. Heffener's old box factory building on Boundary avenue.

J. Stanley Winger, of this city, has gone on a trip through the South in the interest of some cigar manufacturers whom he represented at St. Louis World's Fair.

VETERAN IN SYRACUSE TRADE SELLS HIS BUSINESS.

Homer A. Ostrander, one of the veteran tobacco dealers of Syracuse, N. Y., has sold his cigar store in the basement of the Gridley block to Charles Ball, who will take possession immediately. Mr. Ostrander has not decided what he will go into next. He says that he has been in the business so long he has tired of it.

His first business venture was in 1875, when he and John J. Town formed a partnership and opened a stand in the old Syracuse house. He has been in his present location for nine years. Prior to the time he went into busines for himself he worked for Lewis & Whelan. Mr. Ostrander, Michael Whelan and Henry Wood are the veteran tobacco dealers of the city.

NEW FACTORIES FOR SEIDENBERG, STIEFEL & CO.

Seidenberg, Stiefel & Co., who have a number of factories in New York, have decided to open a branch factory in Middletown within the next eight weeks, and will begin work there with a force of 100 hands.

The company employs between 1,200 and 1,400 hands at the New York city factory, 98th street and First avenue. The cigars manufactured are the Grand Republic, William Tell, and the Buffo cigars and cigarettes, all tobacco. William Hollander, formerly of Newburgh, who has been employed at the Newburgh factory for the past two years, is mentioned as the probable superintendent of the Middletown factory.

The company is also negotiating for another factory which they hope to establish at New Haven, Conn., in the course of a year.

A NEW LEAF TOBACCO BOARD OF TRADE IN LANCASTER.

A new Board of Trade was organized in Lancaster, Pa., last week by a number of the leading leaf packers and dealers. The following officers were chosen: President, J. Gust Zook; Secretary, Charles E. Long; Treasurer, M. Rosenthal.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Factories: 26 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

. . CIGARS . .

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of High-Grade Union Made CIGARS

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,

LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight. Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

GEORGE W. McGUIGAN,

Red Lion, Pa.

Maker of

High Grade Domestic

Cigars

Leaders { LIGHT HORSE HARRY, LA-DATA, LA PURISTA, INDIAN PRIDE, LA GALANTERIA

Capacity 50,000 per Day.
Prompt Shipments Guaranteed.

Delegations Reach Washington.

Leaf Tobacco Men are Ready to Meet the Ways and Means Committee.

Washington, D. C., Jan. 24.

A delegation from New York headed by A. Bijur arrived here at 9 o'clock this evening prepared to appear before the Ways and Means Committee tomorrow morning to protest against passage of the Curtis Bill. John Landstreet, President of the Independent Manufacturers' Association of the United States arrived earlier in the evening. President Frye of the New England Tobacco Growers' Association accompanied by a few other gentlemen also arrived during the evening and registered at the St. James, the other party stopping at the New Willard. A number of others will arrive from New York and other points tomorrow in time for the hearing.

Some little time was spent by the party this evening in an informal discussion of plans for the most effective presentation of arguments tomorrow, and it is now thought that everything can be gotten through with in one day.

EMYLOYES ARE IN LUCK IN THIS FACTORY.

A physician, two trained nurses, a class in first aid for the injured and beds for emergency cases are some of the many precautions taken by the National Cash Register Company, of Dayton, Ohio, for the health and welfare of its employes.

The Company believes in good health for its employes, has followed out such a policy for a number of years, and it is safe to assert that there is not another manufacturing concern in the United States which has healthier or happier employes.

Ready for Emergency Cases.

When a person makes application for employment at the factory one of the first requirements is that he shall submit to a physical and medical examination, as it is the aim of the Company to take into its employ only strong and healthy men and women, and its employes must be protected from all contagious diseases. A special study of means to promote the health of its employes is made by the Welfare Department of the factory.

A physician employed by the Company is at the call of all employes while in the factory without cost to them, who conducts classes in first aid to the injured, aided by two trained nurses, who, themselves, are in close touch with the young women employed in the factory. The rest room in which the girls may go when ill is under their charge.

Ventilation and light receive special attention. The factory buildings are clean and light and are supplied with pure air. Everywhere are unusual sanitary provisions. In the polishing room, the air is changed every fifteen minutes, and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building.

The Lock and Drill Department.

The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work.

Every building has its bathroom with tubs and shower appliances, and employes are given Company's time for bathing. All employes are given Saturday afternoon as a half holiday the year round.

Rest Room for Women Employes.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the Assembly Hall for all the employes by recognized authorities on these subjects. All the known hygienic laws are observed throughout the factory. In addition to

The Tool Room.

all these precautions, the employes of the factory have a Relief Association in which its members are entitled to sick benefits and the services of a physician when needed.

There is also a Men's Welfare League, which is the means of providing outdoor athletics of all kinds for the men employes of the factory.

—J. G. Teese, of the S. Omicron & Co., manufacturers of Turkish cigarettes, at 430 Walnut street, this city, who was confined to his Thirteenth street home, is now able to be out again.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER
Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED
ISAAC CHAUNCEY

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢
MANUFACTURED BY A.B. CLIME TERRE HILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
VAMPIRE

INTERNAL REVENUE FOR DECEMBER.

Cigars and Snuff the Only Commodities that Show an Increased Output.

The Internal Revenue returns for the month of December, which have just been officially announced, show an increase in cigars and snuff during the month of December as compared with the previous year, while little cigars, cigarettes and tobacco show a considerable decrease. In comparison with the month of November last, all commodities show an expected loss in output. The figures are as follows:

	Dec. 1903	Dec. 1904		
Cigars,	$1,658,768 95	$1,708,854.43	Increase,	$50,085.48
Cigarettes,	255,654.54	249,220.63	Decrease,	6,433.91
Snuff,	85,542.72	99,775.15	Increase,	14.232.43
Tobacco,	1,736,910.33	1,584,437.55	Decrease,	152,472.78

In figures, the comparative output was as follows:

		Dec. 1903	Dec. 1904		
Cigars,	No.	542,328,185	560,287,800	Increase,	17,959,615
Little Cigars,	No.	58,860,000	51,856,112	Decrease,	7,003,888
Cigarettes,	No.	255,526,415	250,266,178	Decrease,	5,260,237
Snuff,	Lbs.	1,425,710	1,662,919	Increase,	237,209
Tobacco,	Lbs.	28,948,505	26,407,293	Decrease,	2,541,212

In comparison with the month of November, 1904, the figures are as follows:

		Nov. 1904	Dec. 1904		
Cigars,	No.	602,481,067	560,287,800	Decrease,	42,193,267
Little Cigars,	No.	60,162.185	51,856,112	Decrease,	8,306,073
Cigarettes,	No.	290,355,587	250,266.178	Decrease,	40,089,409
Snuff,	Lbs.	1,730,076	1,662,919	Decrease,	67,157
Tobacco,	Lbs.	28,264,337	26,407,293	Decrease,	1,857,044

CHICAGO TRADE SATISFIED.

Business in the Windy City in Healthy Condition.

Chicago, Ill., Jan. 21.

Trade conditions for the past week have been on the whole very satisfactory, and retail dealers in general report a healthy condition in business. Some are selling fair amounts in box lots, which indicates a return to normal conditions after the usual overloading experienced during the holidays. The wholesale houses as well appear satisfied with January business thus far. The belief is general from all sources in the business that the year is opening in a manner that pretty fully meets expectations.

T. D. Hene, who represents the well known firm of Wedeles Bros., is at York, Pa., and reports a very satisfactory business in Florida Sumatra stock in that section.

The American Tobacco Co. on Jan. 16 reinstated its former drop shipment deal, and on 50 pound plugs and over, delivered direct from the jobbers' stocks, will return its check of one cent per pound to purchasers.

The Steele-Wedeles Co.'s headquarters present a busy appearance, and good sales in their popular brand, the George W. Childs Cabinet 5 cent cigar, are reported.

The pioneer firm of Sprague, Warner & Co. are enjoying their usual good trade, as is evidenced from the business of their several tobacco departments.

A gratis deal of twenty Hoffman House little cigars free with each 100 magnums will be in effect until Feb. 15, 1905, at the J. & B. Moos headquarters. The firm is working along its usual lines, and reports a very good condition in trade.

The new national board of directors of the Cigar Dealers' Association of America met Thursday under the able leadership of President M. W. Diffley to discuss the best program for future work. While no details for publication were given out, it is evident that the new board is preparing to take up the battle with renewed energy, and will in due time be heard from.

Monroe Adler, who has been somewhat indisposed for several days, is again able to be at his office prepared for business.

Albert C. Becker has bought the store of S. Marco, at 197 LaSalle street, adjoining the Home Insurance building. It is perhaps better known as the Indermille stand, having several times been owned and sold by Mr. Indermille. The bulk of the stock of the late owner, Mr. Marco, was moved to his Fifth avenue store. Mr. Becker has for several years conducted the stand in the Home Insurance building.

Albert Breitung has again added to his growing business, and lately purchased the retail stand in the Old Colony building from Alfred Moos. The business qualifications of Mr. A. B. can best be summed up in the expressive phrase, "Nothing succeeds like success."

Sol Hamburger, of A. Santaella & Co., left recently for the company's factory at Tampa, and will from there go on a business trip to San Francisco. E. R. L.

—A new invention is a thread inserted in the band of a cigar, to facilitate its removal without the danger of puncturing or injuring the wrapper with the finger nails.

COMMITTEE ON WAYS AND MEANS WILL HEAR TOBACCO MEN

Various Branches of the Trade are Gathered in Washington and will Today Protest Against the Curtis Bill to Cut the Tariff on Philippine Tobacco to One-third Present Rate.

Washington, D. C., Jan 24, 1905.

The House Ways and Means Committee of Congress will give a hearing tomorrow to all those in the tobacco trade who are interested in the tobacco trade and a large delegation will be on hand made up from the majority of the largest cigar and tobacco organizations in the country.

The hearing will be given in the Capital at 10 o'clock tomorrow morning by Chairman Payne and his committee and will continue until each spokesman is heard.

On the other hand, Secretary Taft has addressed a letter to Chairman Payne, explaining his purpose in transmitting to Congress the bill to amend the Philippine tariff. The Secretary says it was found that the original tariff act of 1902 had a number of defects, such as the prohibition on the importation of machinery and certain other duties not producing sufficient revenue.

The present bill was prepared under the direction of Mr. Taft while Governor of the islands after public hearings and the most careful consideration by the commission and business interests in the United States, criticism and amendment by the latter being specially invited.

Under the existing law the duty paid on the Philippine tobacco is 75 per cent. of the Dingley rate. Tobacco men have expressed a willingness to accept a cut to 50 per cent and they consider that they were given to understand that the Philippine bill would name this rate. When the measure was introduced on January 14 they learned for the first time of the 25 per cent provision.

Under the provisions of the Curtis bill, Philippine cigars could more than compete with the domestic 5 cent cigar and would create a situation compared with which the complaint of domestic manufacturers of clear Havanas against the Cuban treaty is as nothing.

Under the Curtis bill the rate on cigars and cigarettes would be cut from $4.50 per pound and 25 per cent ad valorem, to $1.12½ per pound and 6¼ per cent ad valorem. On wrapper leaf the rate would be cut from $1.85 to 46¼ cents per pound and on fillers from 35 cents to 8¾ cents per pound. A still further reduction on the duty would be realized by Philippine importers from the provision of the law which exempts the cigars of the islands from the internal revenue tax of $3.

The matter is one of great interest to Pennsylvania, and growers, manufacturers and dealers have been working steadily against the passage of the bill. Pennsylvania is now the largest manufacturing State and the army of cigarmakers employed would feel the effect of the cut at once. As a matter of fact the grade of tobacco raised in this State would come most directly into competition with the cheap labor product of the islands, Virginia and North Carolina, bright leaf centres being but little affected.

HERE AND THERE IN DAYTON, O.

American Cigar Co. is Buying Large Lots of 1904 Zimmers.

Dayton, O., Jan. 23.

The buyers of the American Cigar Co. were last week actively engaged in the purchase of the 1904 Zimmers. If reports be true, the said company have purchased heavily of last year's crop of Zimmers, and have shown no disposition to discontinue. The activity shown by them has stimulated others to follow, and in the past two weeks buying in general has been very noticeable.

O'Neill & Ruge, the well known local packers, have vacated their old quarters in the Logan street property and are now installed in the Rosenwald warehouse in Edgemont, which, with its increased facilities for handling, is better adapted to their rapidly growing business. The O'Neill warehouse has been leased to George Kemp, the local agent of Elias Bach & Son, New York. This firm is now packing in this section, and has shown excellent judgment in the selection of its representative here.

The rising temperature, accompanied by recent rains, has served the growers well, and a considerable amount of tobacco has been taken down. However, the opportunity thus afforded must be well utilized, for at this season of the year the uncertain weather conditions behooves quick action.

The writer a few days since personally inspected the new warehouse of Heeter, on Hawthorne street, West Side, and was very favorably impressed with its excellent facilities for handling. It comprises a two story building, with cement basement, thoroughly equipped and finely adapted to the purposes for which it is intended.

The Louis Heitman cigar factory was badly damaged by fire last week, entailing an almost total loss to the stock. The building, however, was not injured beyond repair, and carpenters are now busily engaged restoring the charred woodwork. The stock was fully covered by insurance. It will be several weeks before work in the old factory can be resumed. Mr. Heitman has secured temporary quarters in the H. C. Mahrt building, where the 175 employes of the company will be engaged in their various capacities until the needed repairs are completed. Mr. Heitman's trade, therefore, will not suffer in consequence of the unfortunate occurrence.

Among the out of town visitors to the local trade the past week the following representatives of well known houses were noticed: Ray C. Sutter, Sutter Bros., Chicago, and Charles Goldsmith, of Charles R. Goldsmith & Co., New York.

Fred W. Miller, the Queen City broker, was a guest of Germantown, O., packers this week. NIX.

—American cigars imported into Porto Rico pay a local tax of $1 80, as against $3.60 for all other foreign cigars.

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of The
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

LIBERMAN'S
Latest Suction Machine

Adopted by the Leading Manufacturers.

Palm Rolling Essential to Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

DOESN'T WANT TO BE A LABEL.

Governor of Minnesota Turns Down Manufacturers Who Want a New Brand.

Unlike the majority of public officials, Governor Johnson, of Minnesota, has resisted all appeals that he allow his name and picture to be used as a label for a cigar package.

More than a dozen applications of this nature have been received by Frank A. Day, private secretary, and have been placed on file until the governor gets leisure to decide whether he wants to go down to posterity as the champion of the weed.

One impetuous manufacturer, impatient to get the consent of the governor, yesterday called him up and beseeched him over the wires to allow his picture to go upon a brand of cigars he is about to place upon the market.

The applications began to come in almost before those of the office seekers, and continue to come in with the same regularity. Gov. Johnson has been too busy to give them a thought, but it is said that the manufacturers will have to cast around for a new name for their products.

ANOTHER WHELAN IN NEW YORK.

Michael J. Will Manage United States Co.'s Mail Order Business.

Syracuse, N. Y., Jan. 20.

Michael J. Whelan of this city has been selected by the United Cigar Stores Co. to manage its mail order department and from now on will spend most of his time in New York.

The new manager was until a few days ago confined to his residence at 612 East Genesee street by illness, but has recovered sufficiently to go to New York.

Mr. Whelan has for many years been proprietor of the cigar store at the junction of East Genesee and East Washington streets, which has been run under the name of Lewis & Whelan. Since the death of his former partner Mr. Whelan has retained the old firm name.

George J. Whelan is president of the United Cigar Stores Company and C. A. Whelan is vice president. Both were formerly in the cigar business here. John F. Whelan, proprietor of the Yates cigar stand, was recently chosen president of the Royal Cigar Co., which proposes to open a chain of stores in New York and other cities and to handle only imported and high grade cigars and tobaccos.

The connection of the Whelans with the United Cigar Stores Co. has revived the rumor that the firm would take over the Whelan stores in this city, but this is denied. Those familiar with the doings of the big company, however, say that it is but a matter of time before the local stores will belong to the big company, and it is only on account of the influence of the Whelans that the company did not open several stores here sooner.

NEW WAREHOUSE GETS BUSINESS.

Cincinnati Sales Suffered On Account of Kentucky Competition.

Cincinnati, O., Jan. 20.

For some time business on the local breaks has been quiet for the season, so much so that certain men in the leaf commission business of the city have begun to believe that the stagnation may be a result of the opening of a new tobacco auction warehouse by the Burley Loose Tobacco Co., at Lexington, Ky., which it must be remembered is in the heart of the growing district.

Sales at the local warehouses were a trifle better last week but were below the average. Farmers who are interested in the Burley Growers' Association are holding their tobacco until the Association either raises sufficient funds to combat the combine or else disbands.

It is reported in a semi-official way that if the Growers' Association is compelled to give up, its followers will ship their tobacco to Lexington, where it is thought the combine can be better fought than in the markets at Cincinnati or Louisville.

Last year at the local warehouses on Front street 23,629 hogsheads were offered, against 65,893 hogsheads in 1903. The aggregate cash amount of sales during 1904 were $2,415,760.53, compared to $5,435,453.58 during the preceding year, a loss to the city's trade of more than three million dollars. It will be recalled that the combine purchased heavy supplies direct from the country, and the decrease in the year's business is largely atttributed to that account. Whether or not the new ventures at Lexington will continue to take away that much of the city's business in tobacco remains to be seen.

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 **Marietta, Pa.** Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

IMPROVEMENT IN BOSTON.

Brief Reports of What is Doing with the Trade at the Hub.

Boston, Mass., Jan. 19.

Business in the cigar and tobacco circles for the week past shows signs of improvement; the retailers are not complaining so much as they have been, and the jobbers seem to be satisfied, as many of them have been ordering goods just as if business was at its best. Many manufacturers of cigarettes and tobacco who heretofore packed coupons in their goods, have followed the American Tobacco Co.'s course, and have notified the trade that hereafter they would cease doing so on account of the new State law, which was aimed to do away with the trading stamp business, but is effecting nearly every branch of business, where premiums, etc., are given away to help the sale of goods irrespective of what they may be.

Victor Sheppard who is now the genial representative of the Khedivail Co. in this locality, is doing some clever work in advertising and placing the Turkish Delights and one by one the jobbers are taking hold of these goods. On account of the similarity of the package to another brand made by the trust, these goods are being rapidly pushed by live dealers.

Ed. Leader, with the Allen Tobacco Co., is about to start on an extended trip, and he declares that Telonettes are selling better than ever.

H. Van Buren, with the American Tobacco Co., who is working on Cubanola cigars, and Sam Marcuson with the same concern, on Hassan cigarettes, are both in Lowell this week.

The engagement is announced of Maurice Hanauer, who is connected with the firm of Louis Jesesohn, and Miss Fanny Friedlander, daughter of the popular south end jobber, S. Friedlander.

Miss Baumgrass, who formerly was saleswoman for the Cafe Noir Cigarette Co., is now traveling representative for the Khedivial Co., of New York.

Wm. Norton, formerly with S. Monday & Sons, of New York, and Doc. Hammond, are now with the Victor Thorsch Co., doing missionary work on the Bachelor cigars.

Chas. Vetterlein, of Philadelphia, spent a few days here last week looking after the sale of their Saborosa brand which is said to be one of the best 5 cent goods sold in this market.

Julius Becker and H. Burger, of the Manhattan Briar Wood Pipe Co., of New York, are still in town going the rounds.

Sam. Harris, of the Khedivial Co., is expected to be in Boston in a few days. Sam. is very popular with the trade.

Rosenthal Bros. have taken the Boston agency for the William the Fourth clear Havana cigars made by Gans Bros., of New York.

Julius O. Cohen, proprietor of the Market Man's Cigar Store, has placed a nice order for some Espina cigars with the Straitton & Storm Co.

Lee Hammond, of 4317 Boyleston street, has a nice window display this week of the John Drew cigar.

Leroy little cigars on account of the new gratis deal are selling better than ever. S. A. Frank, who represents L. Miller & Sons in this section is placing the Grumbler and El Cafe cigars with good success.

A. S. Bearse & Co., 9 Greene street, are enjoying a good sale on Puritan little cigars and Kozy cut plug.

Visiting salesmen, when calling on D. Benditson, the popular Hanover street jobber, are always given the glad hand by Israel Dane, the buyer, but when it comes to giving orders, Mr. Dane always manages to creep out of it somehow.

Frank Grim, the principal jobber of union and independent goods in Boston and surroundings is also the financial secretary of the Cigar Dealers' Association of America. The Boston local reports that at present the Association is in good financial condition and the membership is gaining daily.

Gordon Bros. have purchased the candy store located next door to their store at 999 Washington street and contemplate enlarging the same in connection with their cigar business. BEN ALI.

REDUCED ACREAGE IN TODD CO., KY

Planters' Association Adopts Resolutions to Reduce 7 1-2 Per Cent.

At a recent stated meeting the Todd County Tobacco Planters' Association adopted resolutions pledging the membership to a reduction in acreage this year as follows:

Five acres in tobacco for every fifty acres of tillable land and 2½ acres for every additional fifty acres, making an average of 7½ acres to the hundred.

The average planting in this county for the past four years has only been 2⅔ acres per hundred. Steps were also taken looking to the prizing of the present crop.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED,
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make **SCRAP** Filler, **Ready for Use.**
Phones { York, No. 130. Bell, No. 1878. } 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

BLAME GOVERNMENT FOR LOSSES ON SHADE-GROWN.

Connecticut Farmers Who Have Gone Broke Trying to Raise Sumatra Leaf, Declare That Misleading Reports of Government Experts are Responsible.

A number of tobacco growers in Connecticut are complaining bitterly of the Government's experts, who, they claim, submitted reports which were so misleading as to cause them to make bad investments.

The principal grievance has to do with the much-mooted shade grown Sumatra fiasco, which failure cost those concerned in it considerable money. The growers, who assert that they are victims of misplaced confidence, declare that the experts employed by the Department of Agriculture made directly misleading reports of the results of their labors, because of erroneous deductions. Accepting these favorable reports, the complaining growers say that they have lost not less than $1,000,000 in their attempt to raise Sumatra under tents in the Connecticut Valley.

Government experts stated that the tents produced conditions similar to those obtaining in Sumatra. In view of the fact that there is a tariff of $1.85 a pound on imported Sumatra tobacco, the prosperity which awaited Connecticut growers provided Sumatra wrapper tobacco could be successfully and economically grown in that State was apparent.

Government reports stated the profit was at least $1 a pound, and that under ordinary conditions the yield should be not less than 1,000 pounds to the acre.

These reports and official statements gave a working basis for alert promoters, and numbers of stock companies were organized into which scores of farmers came with what money they could raise, banking on Secretary Wilson's summing up of his experts' reports with the prediction that there would ultimately be grown in this section the $6,000,000 of Sumatra leaf which is now annually imported into the United States.

The 1901 crop sold readily at remunerative prices, the purchasers being curious packers, who were anxious to try the much-heralded leaf.

Gradually unwelcome truths became known. The tobacco was "papery." Other defects were a bad burn, a bitter taste and an odor far from fragrant. By degrees it was admitted that the big crops of 1902 and 1903 were unsold and unsalable except at sacrificial prices.

The 1904 acreage of this tobacco did not amount to much, but the late report of the Bureau of Soils seemed to indicate that the venture was considered quite successful.

Those growers who blame the Government for their losses now voice a doubt that actual sale was made of the experimental half acre crop grown in Windsor under Government supervision in 1900, and the question is being asked was the cost of the crop ultimately paid for out of the Government appropriation for soils experiments in Connecticut?

Leaf Tobacco Markets.

CONNECTICUT VALLEY

There is not much riding in this section for tobacco. One reason may be that the weather is something fearful; snow one day, the next rain, and for some days thereafter the ice that covers not only the walks but the roads, and, in fact, all the fields, so that walking is out of the question and driving perilous to both man and beast. Then, another thing, the first bought will hold the shops for some time yet. But, as bad as the going is, I saw Mr. Mendelsohn riding with F. P. Jones of this town.

Our correspondents write:

Suffield, Ct.: "Tobacco buyers are plenty, and I have heard of several sales, all at good prices. One crop sold at 19c, one of Havana at 22½c. The rest of the crop was seed leaf, but pole sweated, and brought only 16c. Another crop sold for 20c, still another crop at better than 20c, and one crop brought a little less than 20c."

East Deerfield, Mass.: "Tobacco is all taken down here and most all stripped, and I think all sold but one crop, at around 15c in the bundle."

North Hadley, Mass.: "The taking down and stripping of tobacco was finished the last damp time, and it is all sold with the exception of one or two lots. The last sale heard of was that of R. Shattuc at 14c in bundle."

Montague, Mass.: "Tobacco is all sold here. We feel that one of the hardest features of raising the crop is to sell it on its merits; that is, if you have a good crop to be able to realize a fair value for it."

Feeding Hills, Mass: "Tobacco buyers have been around this past week, and several crops have changed hands. Edward M. Wright sold his crop of six acres to E. H. Smith, of Springfield, for 18c in bundle. Two small lots on West street have been bought by a New York party. These had dark leaf. B. C. Roberts sold to same party, price not known, as did T. O'Brien and T. Griffin on Front street. An offer was made to the Taylors on their 9-acre lot, but not accepted. This last was hit lightly by hail."

Conway, Mass.: "The tobacco is almost all sold here now, only a few crops left. Those who have sold have not all delivered their tobacco yet. The buyers seem to be holding it back for some reason. That which has been delivered is weighing out at about a ten to the acre,

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

La Adelphia Cigar Factory
THOMAS A. WAGNER, Proprietor,
Sellersville, Pa.
Manufacturer of
LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent *CIGARS*
Samples and Prices Sent to Responsible People.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.
Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER IN UNION-MADE CIGARS

WRITE TO

C. RUPPIN---LANCASTER, PA.

ABOUT THE

"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.

THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT

MANUFACTURER

Havana and Seed Cigars

East Prospect, Pa.

OUR SPECIALTY is the

"THREE BEAUTIES"

put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.

WHOLESALE MANUFACTURER OF

Our Leader:

WEALTH PRODUCER. Fine Cigars

"RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.

Havana Flavor

Purely Vegetable. $12 per Gallon.

DO NOT EXPERIMENT WITH OTHERS.

Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.

TERRE HILL, PA.

We Sell to Jobbing Trade only

OLD HICKORY

VIRGINIA DARE 5¢ WAXHAW

JACKSON THE GREAT

10¢

and being a nice light leaf, it weighs pretty well."

North Hatfield, Mass.: "E. C. Warner has sold his tobacco to Bock, 12 tons at 15c, mostly in bundles; the balance is in cases, all assorted. Willis Holden has sold 13 acres, partly assorted, for 21c; that in bundles for something less per pound."—Amer. Cultivator.

EDGERTON, WIS.

Buyers are riding the growing districts in search of both old and new leaf, but the movement has not resumed large proportions as yet. The bulk of the sales of the week probably concern cured leaf, for which there continues to be an active demand, though prices are kept within the limits heretofore established, which are generally too low to deserve mention in this column. Sales of the new tobacco run from 6 cents upwards, but hardly equal those of the early contracts.

L. Severson sold 73cs of '01 at 8¼c.

John Evans, 53cs '03 at 6¼ and 2½c.

Albert Maas, 38cs '01 at 8 and 1c.

Albert Maas, 6a of '04 at 6c.

The deliveries of the new crop are coming quite plentifully to the warehouses now, and the yield and money returns are proving quite satisfactory to the growers. Dealers find but little to complain of regarding the condition of the tobacco when received and settlements are effected with scarcely any trouble. Help is plentiful and the work of packing is going forward with well organized forces and with but little friction.

Shipments were 783cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 60 hhds., offerings on the breaks 20 hhds., public and private sales 115 hhds.

The qualities offered were mainly the lower grades of leaf, as for the past few months; the market was firm and unchanged.

Some hogsheads of new tobacco appear in the receipts, but are not offered for sale.

There is but little doing in the loose tobacco market; a crop is sold here and there.

The ruling committees of the Dark Tobacco District Planters' Protective Association continue to hold their regular meetings, and are now contracting to have the crop prized. Conventions of the planters are also regularly held, which are largely attended and often with much excitement, and ratios established for the reduction of the planting this year.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

BALDWINSVILLE, N. Y., WANTS A GOVERNMENT STATION.

A meeting of the Tobacco Growers' Association of the State of New York was held at Baldwinsville last week, when plans were formulated to induce the Government to establish an experimental station in Baldwinsville. A number of well known growers and others in the trade were present.

NEW CIGAR STORES.

Freedolph H. Westerberg, will open a cigar store at Crookston, Minn., and D. H. Troxel, of Arnsworth, Neb., and H. W. Hotchkiss, of Marshalltown, Ia., will open a shop at Winona, Minn.

PATENTS RELATING to TOBACCO, Etc.

780,362 Match box holder; Oscar C Luther, Brockton, Mass.

780,057 Machine for boxing matches; William H Parker, Passaic, N. J.

780,223 Match machine; William H Parker, Passaic, N. J.

780,224 Making matches; William H Parker, Passaic, N. J.

780,068 Match box delivery holder; Jonas W Selander, New Athens, O.

780,465 Cigar cap; Alexander Woods, Montreal, Can.

37,295 Design—receptacle for tobacco, cigars and cigarettes; Arthur Q. Walsh, New York city.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

New Orleans. San Francisco.

CIGAR LABELS

American Lithographic Co.

New York.

Chicago. Cincinnati.

CIGAR MOLDS

VERTICAL TOP SOLID OR CABLE

OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.

We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.

Sample Sections submitted for your approval Free of Cost.

THE AMERICAN CIGAR MOLD CO.

121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables

Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.

The John R. Williams Co.

What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.

PRINCIPAL OFFICE,

120-128 Pacific Street,

NEWARK, N. J.

A. KAUFFMAN & BRO.

CIGAR BOXES

YORK, PENN'A.

Established 1877 New Factory 1904

H. W. HEFFENER,

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LEAF TOBACCO BROKER

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York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

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CUBAN STOGIES
MANUFACTURED ONLY BY
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Factory No. 2. 707 Ohio St., Allegheny, Pa.

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Choice Assortment of
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Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro
Leaf Tobacco Brokers,
Clarksville, Tenn.
Cable Address, "CLARK."
HOPKINSVILLE, KY.
PADUCAH, KY.

Business Changes, Fires, Etc.

California

Los Angeles—D. Brodia, cigars and tobacco, sold out; George W. Walker, wholesale and retail cigars, loss by fire, insured.

Connecticut

Waterbury—D. G. Davis, cigars and tobacco, petition in bankruptcy.

Delaware

Wilmington—W. R. Edwards, wholesale and retail cigars, dead; S. Kasdin, jobber in cigars, petition in bankruptcy.

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Albion—Ira Kiblinger, tobacco, deed, $1,200.

Fort Wayne—Joseph F. Getz, cigars and tobacco, sold out.

Scottsburg—Ambrose Bennett, cigars, succeeded by W. Thompson.

Iowa

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Grand Rapids—George A. Rysdale Cigar Co. (not inc.), manufacturers, style changed to C. J. Kern & Co.

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Schenectady—H. C. Benthuysen, cigars, etc., dead.

Syracuse—Meagher & Cody, J. H. Meagher, individually, R. E. deed, $1; H. A. Ostrander, cigars, etc., sold out.

Troy—R. T. Black, tobacco and cigars, sheriff in possession.

Pennsylvania

Pittsburg—Kilgore & Jamison, cigars, etc., closed by sheriff.

Washington

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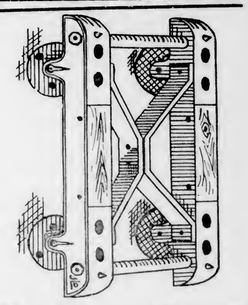

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KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
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Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
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Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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SCRAP
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Specially Cleaned and Carefully Graded.
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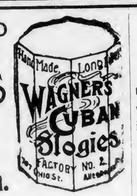

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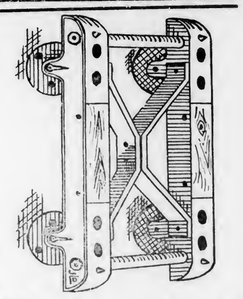

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E. A. CÁLVES & CO. IMPORTERS OF ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA

THE WAY AND THE MEANS

¶ There are more ways than ONE to do everything—but every way isn't the BEST way.

¶ If it is any part of your business to produce GOOD cigars, you need GOOD Cigar Tools.

¶ NATIONAL TOOLS are just a little bit BETTER—and a little bit CHEAPER—than YOUR tools.

¶ Because we have the patents, the skilled labor, unusual manufacturing and selling advantages, and we know our business.

¶ NATIONAL CIGAR CUTTERS, gauged correctly, riveted handle, self-sharpening knife, tempered tool steel, and pure brass spring.

¶ NATIONAL CIGAR BOARDS, hard, strong, heavy and smooth; no knots, streaks or spots; can't warp or split.

¶ NATIONAL CIGAR KNIVES and CUBAN BLADES hold their edge and never botch the job.

¶ Another thing, we don't charge several prices for NATIONAL TOOLS, and we give your money back if they don't suit.

¶ Ask for our Special Proposition, meant particularly for YOU.

¶ The coupon brings it.

CUT THIS OFF AND MAIL IT.
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Give me prices and particulars, and send your complete catalogs.
NAME.....
ADDRESS.....
State whether you are a dealer, cigar m'f'r, or user.
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NATIONAL SELLING CO.,
ALLENTOWN PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
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JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER **STOGIES**
Corner Columbia and Marietta Avenues
LANCASTER, PA.
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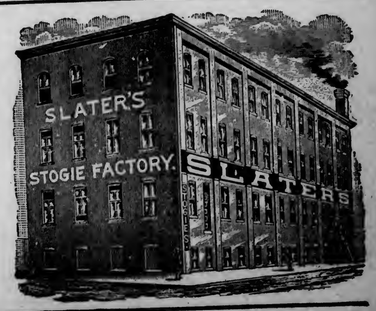
No. 21 North Main Street, Washington, Pa.



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ESTABLISHED IN 1881
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PHILADELPHIA and NEW YORK, FEBRUARY 1, 1905.

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1903 Crop
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WRAPPERS
All Grades and Sizes.
Light, Medium and Dark Colors.
Excellent Quality.
Lowest Prices.
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PHILADELPHIA BOSTON

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS
PENT BROTHERS PHILADELPHIA

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KING LOUIS
5¢
E·E·K. WYOMISSING 10¢

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Clean as the Food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
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NICKELBY, 5c.

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A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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White Knight
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THE TOBACCO WORLD

GOOD SITUATION IN OWENSBORO.

Movement of Tobacco will be More Satisfactory to Auction Men.

Owensboro, Ky., Jan. 28.

A well known tobacco man in this city declared that tobacco will come in this year as it ought to, and in a way that will be perfectly satisfactory to auction house people. For some seasons now, conditions under which tobacco was marketed, have been not at all good. According to the man who predicts a beneficial change there always have been considerable quantities of tobacco sold by contract and considerable quantities at auction. When good tobacco seasons came those who sold their tobacco by contract brought it to town as rapidly as possible. At the same time those who depend on auction sales rushed their crops to the market. The result that the buyers were crowded with the tobacco bought under contract and were too busy to take much interest in the auction sales. Under this state of affairs those who sold at auction did not get as good prices as they would have gotten had buyers been more at leisure.

This time, as usual, many farmers have sold their entire crops by the contract system. A great part of this has been delivered and the remainder is being brought in as rapidly as possible. Those who propose to sell their crops at auction and who do not belong to the American Society of Equity are beginning to market their holdings and the rush will be on in a short time. But the buyers are through with the heaviest part of their contract work and will be at leisure to devote their time to auction sales. Better prices will thus be realized on the same grade of tobacco than ever before.

BROUGHT TOBACCO IN STORM.

Big Offerings at Richmond Warehouses in Spite of Blizzard.

Richmond, Va., Jan. 27.

The great storm did not interfere greatly with the movements of the tobacco farmers. Offerings at the local tobacco warehouses on Wednesday reached nearly 200,000 pounds according to estimates, and in spite of the bitter cold weather and snow, farmers appeared in large numbers. The wheels covered to hubs with snow and mud, attested the hardships of travel in many cases.

Prices received were satisfactory. At Shockkoe warehouse a pile was sold for M. P. Stanley, of Hanover, at $27, the highest price of the day at the time. Will Hazel, proprietor of Shockoe, also reported several sales at prices ranging from $13 to $20.50. Two piles, each weighing more than 500 pounds, were sold there for M. T. Cobb, of Caroline, at $17.50 and $15, respectively.

—The American Cigar Co.'s sorting station in Sparta, Wis., has opened for the season's business, with a crew of 300 persons. Considerable leaf is being received.

HOW FLORIDA TOBACCO HAS BECOME A FACTOR.

Interesting History of the Plant's Struggle for Recognition in the State. Which Began When it was a Territory Inhabited by Hostile Indians. Shade-Grown Has Gained Prestige.

[Written for The Tobacco World.]

When Florida was a territory, Gadsden county was settled by people from the old Colonial States mostly from North Carolina and Virginia. These sturdy pioneers planted their homes in the midst of hostile tribes of Indians, because of the rich alluvial hummocks in this part of the territory, and on account of its healthful hills and fertile valleys, watered by immense bubbling springs and ever flowing brooks and rivers.

Among these settlers was one Smith, and to distinguish him from the numerous others of the perennial Smith family, he was called Virginia Smith. He conceived the idea of growing tobacco there, which soon demonstrated the fact that Gadsden county was naturally adapted to the production of a marvelously fine wrapper leaf.

Buyers were attracted from all over the world for what was then called the spotted Florida wrapper, and notable among these buyers were Mr. Bergman from Connecticut, and Mr. Vetterlein from Philadelphia, the latter the father of our "Prince of Brokers," Herman Vetterlein, of Philadelphia. So this leaf grew to be the standard of merit as the finest, thinest wrapper known to the cigar manufacturers of the world, as any of our good old time manufacturers will testify.

This condition continued until our war between the States, by which the planters were so impoverished that they were compelled to give up the growing of so delicate an article as wrapper tobacco and turn to the culture of cotton which then brought fabulous prices.

Tobacco culture languished until Carl Voghts' Sons, of New York, bought a few crops in 1887 from one or two persistent growers who had continued in the face of all difficulties to market their crops, under conditions more or less adverse. These crops resulted so satisfactorily to Messrs. Voght that they at once invested largely in real estate in Gadsden county.

Then Straiton & Storm, Schroeder & Bon, and A. Cohn & Co. also bought heavily in real estate. These firms grew large acreages of Havana seed tobacco and thereby induced the growing of large quantities of the same by the independent farmers, but this paid only in a nominal way until in 1896 D. A. Shaw, of the Florida Tobacco Co., erected the first shade over tobacco in the world which has revolutionized wrapper growing.

At first the idea was laughed at as being contrary to nature, but now Florida shade grown tobacco has passed the experimental stage and we see Florida again reaching out for the prestige indicated by the soil and climate in producing such fine tobacco as the old Florida spotted wrapper in "Ye good old times of long ago."

Sumatra seed, grown under shade in Florida 1903 and 1904 has established Florida shade grown tobacco as a factor in cigar manufacturing without a doubt.

WILL REMOVE MOULD FROM LEAF.

New England Inventor Offers Process to Remedy Annoying Fault.

A New England man, named Knox, claims to have invented a satisfactory method of removing mould from tobacco, which if it really does make good, will be of decided value to those interested. The inventor claims that his process is the result of forty years laboratory work and that its action will permanently remove must and mould from the leaf by the natural law of capillary attraction.

It is a compound, which, being applied to the butts of the tobacco leaf, as packed in the cases, will pass up through the stems and veins of the leaf, removing all mould and must, and at the same time improving the burning qualities, without changing its normal color, but giving to the leaf brilliance, liveliness and silkiness found in the highest grade only.

It is a well known fact that crops of tobacco, wherever raised, vary in quality, much being so poor that it is unsalable, and on this account accumulates in various markets. To improve defective stocks of the ordinary tobacco leaf of commerce, by the simple law of capillary attraction, must be distributed throughout the leaves by only applying certain harmless ingredients, which fill the want to make a perfect leaf tobacco. The influence of this preparation is carried throughout the entire leaf, removing all mould and mus and giving desirable capacity for holding fire.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.

THE TOBACCO WORLD

SMOKE VETTERLEIN BRO'S. SABOROSO PHILADELPHIA CIGARS BOSTON

MANETO CIGAR

GUMPERT BRO'S. Manufacturers — VIRTUE LIBERTY AND INDEPENDENCE — 114 N. 7th St. Philadelphia

HARTMAN & KOHN,

Makers of the FAMOUS BLUE FRONT 5c. Cigar

1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

PENT'S TAHOMA 5¢ CIGARS PENT BROTHERS PHILADELPHIA

E·E·KAHLER READING, PA. MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat — Vesper Cigar 5

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.

(NICKELBY, 5c.)

NAPOLEON 5¢

Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836–A.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors

Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F. H. POWELL'S — LA FLOR DE Oxus — CELEBRATED 5¢ — PHILADELPHIA CIGARS CAMDEN

INTENTIONAL SECOND EXPOSURE

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

GOOD SITUATION IN OWENSBORO.

Movement of Tobacco will be More Satisfactory to Auction Men.

Owensboro, Ky., Jan. 28.

A well known tobacco man in this city declared that tobacco will come in this year as it ought to, and in a way that will be perfectly satisfactory to auction house people. For some seasons now, conditions under which tobacco was marketed, have been not at all good. According to the man who predicts a beneneficial change there always have been considerable quantities of tobacco sold by contract and considerable quantities at auction. When good tobacco seasons came those who sold their tobacco by contract brought it to town as rapidly as possible. At the same time those who depend on auction sales rushed their crops to the market. The result that the buyers were crowded with the tobacco bought under contract and were too busy to take much interest in the auction sales. Under this state of affairs those who sold at auction did not get as good prices as they would have gotten had buyers been more at leisure.

This time, as usual, many farmers have sold their entire crops by the contract system. A great part of this has been delivered and the remainder is being brought in as rapidly as possible. Those who propose to sell their crops at auction and who do not belong to the American Society of Equity are beginning to market their holdings and the rush will be on in a short time. But the buyers are through with the heaviest part of their contract work and will be at leisure to devote their time to auction sales. Better prices will thus be realized on the same grade of tobacco than ever before.

BROUGHT TOBACCO IN STORM.

Big Offerings at Richmond Warehouses in Spite of Blizzard.

Richmond, Va., Jan. 27.

The great storm did not interfere greatly with the movements of the tobacco farmers. Offerings at the local tobacco warehouses on Wednesday reached nearly 200,000 pounds according to estimates, and in spite of the bitter cold weather and snow, farmers appeared in large numbers. The wheels covered to hubs with snow and mud, attested the hardships of travel in many cases.

Prices received were satisfactory. At Shockkoe warehouse a pile was sold for M. P. Stanley, of Hanover, at $27, the highest price of the day at the time. Will Hazel, proprietor of Shockoe, also reported several sales at prices ranging from $13 to $20.50. Two piles, each weighing more than 500 pounds, were sold there for M. T. Cobb, of Caroline, at $17.50 and $15, respectively.

—The American Cigar Co.'s sorting station in Sparta, Wis., has opened for the season's business, with a crew of 300 persons. Considerable leaf is being received.

HOW FLORIDA TOBACCO HAS BECOME A FACTOR.

Interesting History of the Plant's Struggle for Recognition in the State. Which Began When it was a Territory Inhabited by Hostile Indians. Shade-Grown Has Gained Prestige.

[Written for The Tobacco World.]

When Florida was a territory, Gadsden county was settled by people from the old Colonial States mostly from North Carolina and Virginia. These sturdy pioneers planted their homes in the midst of hostile tribes of Indians, because of the rich alluvial hummocks in this part of the territory, and on account of its healthful hills and fertile valleys, watered by immense bubbling springs and ever flowing brooks and rivers.

Among these settlers was one Smith, and to distinguish him from the numerous others of the perennial Smith family, he was called Virginia Smith. He conceived the idea of growing tobacco there, which soon demonstrated the fact that Gadsden county was naturally adapted to the production of a marvelously fine wrapper leaf.

Buyers were attracted from all over the world for what was then called the spotted Florida wrapper, and notable among these buyers were Mr. Bergman from Connecticut, and Mr. Vetterlein from Philadelphia, the latter the father of our "Prince of Brokers," Herman Vetterlein, of Philadelphia. So this leaf grew to be the standard of merit as the finest, thinest wrapper known to the cigar manufacturers of the world, as any of our good old time manufacturers will testify.

This condition continued until our war between the States, by which the planters were so impoverished that they were compelled to give up the growing of so delicate an article as wrapper tobacco and turn to the culture of cotton which then brought fabulous prices.

Tobacco culture languished until Carl Voghts' Sons, of New York, bought a few crops in 1887 from one or two persistent growers who had continued in the face of all difficulties to market their crops, under conditions more or less adverse. These crops resulted so satisfactorily to Messrs. Voght that they at once invested largely in real estate in Gadsden county.

Then Straiton & Storm, Schroeder & Bon, and A. Cohn & Co. also bought heavily in real estate. These firms grew large acreages of Havana seed tobacco and thereby induced the growing of large quantities of the same by the independent farmers, but this paid only in a nominal way until in 1896 D. A. Shaw, of the Florida Tobacco Co., erected the first shade over tobacco in the world which has revolutionized wrapper growing.

At first the idea was laughed at as being contrary to nature, but now Florida shade grown tobacco has passed the experimental stage and we see Florida again reaching out for the prestige indicated by the soil and climate in producing such fine tobacco as the old Florida spotted wrapper in "Ye good old times of long ago."

Sumatra seed, grown under shade in Florida 1903 and 1904 has established Florida shade grown tobacco as a factor in cigar manufacturing without a doubt.

WILL REMOVE MOULD FROM LEAF.

New England Inventor Offers Process to Remedy Annoying Fault.

A New England man, named Knox, claims to have invented a satisfactory method of removing mould from tobacco, which if it really does make good, will be of decided value to those interested. The inventor claims that his process is the result of forty years laboratory work and that its action will permanently remove must and mould from the leaf by the natural law of capillary attraction.

It is a compound, which, being applied to the butts of the tobacco leaf, as packed in the cases, will pass up through the stems and veins of the leaf, removing all mould and must, and at the same time improving the burning qualities, without changing its normal color, but giving to the leaf brilliance, liveliness and silkiness found in the highest grade only.

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IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SEED LEAF TOBACCO
SUMATRA
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA TOBACCO
304 & 306 North 3rd St.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA AND SUMATRA LEAF TOBACCO
SEVENTH ST.
PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
Y&N
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

The Old Salesman's Musings.

HOW AN OLD FRIEND OF MINE STARTED ON THE ROAD.

I met an old time friend of mine the other day and we had a great chat on the dead past. And the dead past, by the way, is never so dead that its contemplation does not beat out the actual present.

"I tell you, we had a lot of fun in those days," is a common enough expression, and when we get down to it, I believe that ninety five per cent of whatever might be called pleasure in this life is gotten from our reminiscent and anticipatory moods. What we actually have, isn't valued.

For instance, I have a very vivid memory that when I was a kid sporting around among the dames, somehow the girl the other fellow had, always seemed more desirable than the one I was with. If I'd been with the second girl and seen mine with somebody else, it would have been the same way.

But the only thing this has to do with the present subject is its relation to the happy chat we had in a little German rathskellar over our, I daresay, commonplace lives. We hadn't a stenographer with us, and I'd need the whole paper, anyhow, to reproduce all that was said, but my friend made some remarks which I believe will be interesting to every reader of this column. He told me, first, how he came to go on the road, "and I can just state," he declared, "that my first experience came near being my last.

"I was only twenty years old, and thought I would make just about the cutest drummer that ever left a sample case while he went around the corner. I was clerking in a drug store, and in spite of the fact that we handled the goods of only one house, I was firmly confident that what I didn't know about all the different brands wasn't worth remembering.

"I saw a want ad. which conveyed the generous informatian that a salesman could earn big money selling cigars, 'liberal expense money allowed.' This seemed as if they had heard of me, so I sent in a bond, signed by my father and another business man, and also remitted $25 for the 'salesman's outfit.' I was permitted to pick my own route, and the first place I hit was fifty miles from home.

"I sold about $5 worth of cigars and sent in the order. I went on to another town and sold a pretty fair order. I went on again and in the next town I made a water haul. By this time I had spent about $20, and my sales had not footed up much more than that. At the end of the week I sent in my expense account, which was $42.50, and I itemized my sales, showing that I had some cash coming besides the expenses.

"Well, I got a letter from them that was a pippin. They told me they wouldn't pay my railroad fare nor my hotel expenses; that I might stay in my own city and sell the cigars, if I wanted to, but until the profits for the firm would far exceed my expense account, they would not consider anything else. They also reminded me that they had in no manner agreed to pay me unless I earned something; that most of the sales were worthless, and that I would get my commission when the buyers paid for the goods they bought.

"I got back home and broke the news as soon as I could and dug out my contract and went over it carefully with my father. We soon discovered that there was no way of holding the company for what I had spent. This so disgusted me with traveling that I went back to fizzing soda and selling pills, and stayed there until I had a bona fide offer from a square house, and that was the beginning of my real life on the road.

"I have found that to sell anything, a man must learn to size up his prospective customers. Without being a sucker, he must like what they like; talk about things that interest them; be friendly to everybody, and never try to get the best of a man, for if you do, he will find it out, and it wont be long until everybody knows about it.

"Once I sold a lot of 20,000 Havana fillers with rather a cheap wrapper. I was instructed to sell them around $22 per thousand, and when I found a man who was eager for them, I hit him for $35, and got it. One of the other salesmen also had a few thousand to sell at $22, and he let them go at that. The two buyers happened to be cousins, and when one visited the other, the stock was looked over, and the man who paid $35 said: 'Well, old man, I see you have some of Jimmie's specials. I got 20,000, and he let me have them for $35.'

"'Thirty-five dollars!' exclaimed the cousin, 'why, I bought them from his house for $22.'

"You can imagine the fireworks. The house offered and did make up the difference, and I lied like the devil to square myself, but I never did. I lost his trade, and it cured me forever from working a double deal. Sell your goods at the list price, and you wont have some kicker on your neck for soaking him for a quarter more on the million.

"Another thing. I always made it a point to be civil to the customers of my customers. It never hurt me to stop and chin awhile with them, and I always managed to say a good word for the man who was retailing to them. Every little kindness was likely to win a friend. The very fellow I might be talking to would sometime, perhaps, own a store, and would look me up sure thing."

THE OLD SALESMAN.

PHILA. TRAVELERS' PROTECTIVE ASSOCIATION IN NEW QUARTERS.

At a regular meeting of Post A, Travelers' Protective Association, held Saturday evening, January 21, it was decided to move from the present quarters, at 1214 Arch street, to more commodious ones at 1602 Arch street, and since Saturday, January 28, the association has invited all friends to pay a visit to that address.

Owing to the constant increase of membership, it was found necessary to have more room and more amusement for the many that use the rooms. In line with this, there is being installed a pool table, which will be a boon to many of the members. There will also be a reading room, supplied with papers and magazines, board room, ladies' room and meeting rooms.

Through the energy of the ways and means committee there will be a play given some time in March, and judging from the interest already taken by many of the members, it will no doubt be an assured success.

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF
Archon
HAVANA CIGARS
A Cigar of **Real** Quality, made in various sizes, ranging from **$35** to **$300** per thousand.

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia.
Hollard's

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

J. MAHLON BARNES CO.
MAKERS OF
Only High Grade Cigars
THE CO. CIGAR, Five Cents,
HAVANA TOPS, Ten Cents,
Made in Conchas, Londres and Perfecto Shapes.
ALL UNION MADE. RIGHT PRICES TO JOBBERS.
Correspondence solicited from Responsible Parties.
Factory, Park Avenue and Wallace Street,
PHILADELPHIA, PA.

JOSEPH C. KOLB,
Manufacturer of the HAVANA BLOSSOM, the Leading 5c. Cigar,
Southeast Corner Second and Market Streets,
Camden, N. J.

THE REALM OF THE RETAILERS

TACT AND DIPLOMACY INCREASE SALES 300 PER CENT.

WHAT a difference in a man's sales a little diplomacy and tact make. The writer stood in a store for a half hour the other day and saw at least three dollars worth of sales that wouldn't have been made if the salesman had not been on to his job.

The $3 was all in small sales, one or two cigars at a time, and it was a fair exhibition of the value of the clerk's methods.

For an instance, one man came in, a stranger in the neighborhood, simply stopping in the first cigar store he came to after he felt a desire to have a cigar.

"Give me a good medium cigar about two for a quarter or three for a quarter," said he.

The man behind the counter in a very few seconds had four or five different boxes open in front of the customer, and had something direct and specific to say about each brand in a way which at once gave you the impression that he knew what he was talking about.

The customer fingered the boxes and casually mentioned a certain brand, ten cent straight, that he had once tried. In a second it was down, and the dealer showing its good points, regardless of the fact that the customer had apparently almost decided to take some at two for a quarter. He selected a couple from the ten cent box and tendered a dollar.

These will do," he said.

The dealer punched the cash register and then reached for another package.

"Here's a very pretty size in that brand," he said. "They sell two for a quarter and they're made with unusual care. They're one of the most satisfactory sellers I've got."

The customer looked them over and selected a couple. As they were being put into a bag with some matches, he was attracted by a card over the counter announcing a special price on a certain brand, and he examined one of the cigars of that brand in a near-by box.

The dealer at once explained why he was able to sell the cigars at that price, and told the truth about it. It struck the customer that he was at least sure of getting his money's worth, and he selected three or four of the cigars which were cheaper in price, and then decided that he would take enough to make up the dollar's worth.

There was eighty cents which the man had not the slightest intention of spending when he entered the store. A young fellow came in a little later and bought a ten cent box of cigarettes. A remark or two about cigarettes led to the mention of a new brand that is being widely advertised, the dealer exhibited a package, the young man became interested, other brands were exhibited and dilated upon, and as there is nothing so attractive to a cigarette smoker as a new, rich looking box, the young fellow was greatly interested and presently departed with forty-five cents worth of cigarettes, thirty-five cents of which he was counting on having with him when he left the shop.

So it went on, until the three mentioned in the first paragraph had been made up. Then the writer went out, but it is to be presumed that the dealer continued to reap the value of his wise methods. No matter whether the first customer ever came back to the store again, the dealer was ahead the few extra sales he made on him, and the same way with the man who bought the cigarettes.

If either of these customers were in a position to come back, because they were pleased with the way they had been treated, the dealer had gained a regular customer. A few, a very few only, of these every day would suffice to give him an ever growing business which would be particularly valuable owing to the fact that he could take it with him wherever he went and likewise count on building up a new one wherever he went by exercise of the same methods.

The dealer did nothing remarkable in any way, or nothing that any man of ordinary intelligence could not have done. His conversation was not highly brilliant nor crowded full of jokes or striking in any way. At the same time he was Johnny-on-the-spot, which a whole lot of those back of the counter are not. There are thousands of clerks in the business who would never sell a single cent's worth that wasn't asked for the whole year round. In fact, they don't see why they should. They wait on a man and give him what he wants, and that's all they are hired and paid for. Perhaps that's all some of them are paid for, but if they'd get a little busy with their think tank, there might soon be more doing in the pay envelope.

WOMEN BUY TOBACCO TO GET COUPONS.

ACCORDING to the following from a New York paper, the coupon system is responsible for quite a number of women customers who want the coupons as badly as they do trading stamps, the two now being interchangeable at a number of places. The article says that a young lawyer in a down town office building, who has more time to look out of the window than he wishes he had, noticed that several women were among the customers that patronized a cigar store across the street. Next time he went in for a cigar he spoke to the manager about it.

"Those women all come in to buy," said the manager. "Some of them purchase cigarettes, but whether they smoke them themselves or not I do not know. You see, we are in the line of a good many women on their way to and from the North River ferries. Perhaps they buy the cigarettes for friends. But we have women who come in here regularly for cigars and tobacco. The coupon business is responsible for that. Men let their wives buy their cigars and tobacco so as to give them the benefit of the coupons. More than one-half the articles we give for a stated number of coupons are for women's use. Uptown or downtown, it is no strange thing nowadays to see women going into cigar stores where coupons are given away."

• • •

A NUMBER of tobacco dealers state that the cigarette habit among boys is on the wane, and say there has been a big falling off in the sale of cigarettes during the last six months, due to a fad the boys now have of smoking pipes.

THIS CARD IS SELF-EXPLANATORY.

WILLIAM CATLIN, of New York, who until a few weeks ago conducted the store at 144 North Eighth street, Philadelphia, under the name of the Pennsylvania Cigar Stores Co., and who is now on the road for the Victor Thorsch Co., of Allentown, writes that he has just returned to New York from Providence, closing up a very satisfactory trip. Mr. Catlin will shortly leave for Maine, making a stop in Boston, where he will continue his energetic work on "Buster Brown." Mr. Catlin is using a novel card to introduce his goods (he seldom needs introduction himself), a reproduction of which is made above.

PHILADELPHIA AND NEW YORK RETAIL MARKETS VERY DIFFERENT.

THERE is a curious difference between the retail cigar market of Philadelphia and that of New York. Of course, it is common knowledge that the five cent cigar is a Philadelphia institution, but the queer part of it is that the average Philadelphia smoker is more critical and and particular about his nickel cigar than the New Yorker is when he throws a dime down on the counter.

A large number of the cigars sold in New York for ten cents are practically the same smoke that sells here for five. Some of them bear the same brand and are put up in the same package, although this is not the case where the brand is universally known, which is true in only a few instances.

A well known Philadelphia dealer was over in New York a few days ago and stopped in a store on Broadway. He called for a certain cigar which he, himself, had usually sold for ten cents straight, but which he had temporarily been able to sell in small lots at about nine cents. He laid down a dime to pay for it.

"Fifteen cents," said the dealer.

"Why, that's a ten cent cigar," protested the Philadelphia man.

"No, sir; we always get fifteen cents for it," was the answer.

This impelled the Quaker City dealer to look through the show case, and he found that in a large number of cases additional tariff was imposed. This, too, in the rank and file of the stores, the cigar stands in the Tenderloin in most cases getting even more money.

"That's the main reason why the United Cigar Stores Co.'s places in New York have done so well," said the Philadelphia retailer. "They pretty generally stick to one price, and a five cent cigar is always a five cent cigar. Of course, a dealer is supposed to sell according to his trade, and the New York people probably consider Philadelphia as a cut price market. At the same time, the Philadelphian is apt to get a few surprises when he is getting rid of his small change."

• • •

MILLIONAIRE, BUT SMOKES A PIPE.

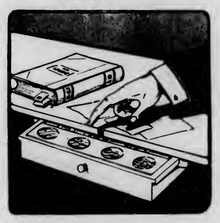
"I HAVE a customer who buys nothing but fine cigars, usually three for a half, but I have never seen him smoke them," remarked a Grand avenue, Milwaukee, dealer who runs a big store. "But," he continued, "he is always smoking a pipe. It was only a few days ago that I found out what he was doing with the fine cigars. He cuts them up and smokes them in the pipe, and he remarked that this method supplied him with the best smoke he could get.

"Many a smoker buys what his pocket book will stand. This man is president of the largest foundry concern in Milwaukee, and is worth half a million or more, yet he smokes a pipe continually. I have other customers who also smoke pipes, but who do so from necessity, rather than from liking."

TO GET ALL YOUR PROFITS USE A NATIONAL

Neither of these old systems gives an absolute check on your cash.

A NATIONAL DOES.



A National automatically records every sale and every penny received or paid out. All receipts must be on hand or accounted for. The little leaks that a National stops pay for the register.

National Cash Register Company
Dayton, Ohio

In writing please mention this paper

STERNBERG MANUFACTURING CO. SETTLED.

United Cigar Stores Co. May Open More Stores in Milwaukee.

Milwaukee, Wis., Jan. 28.

The Sternberg Manufacturing Company, which recently moved here from Davenport, Ia., is now located in its fine new building. E. A. Sternberg, secretary of the company, showed The Tobacco World correspondent over the large factory and said that while the floor space occupied just now was not more than double that of the Iowa plant, there were facilities for turning out triple the amount of work in the same amount of space. The company has been flooded with orders since starting, as the removal of the machinery, etc., and the engaging of expert workmen, put them far behind.

Mr. Sternberg said that they were so busy just now that they were actually not soliciting any new business, and were not even sending out the new catalogues, which have just been printed. It is the intention of the company as soon as they have caught up with their orders, to start the manufacture of heavier machines.

The rumor is again current that the United Cigar Stores Co., is negotiating for sites for at least two more stores. It is known that options are held on store rooms on the south side and on the west side, three blocks from the main business street. Very little has been said of late, however, as local dealers are apparently not anxious to join in the fight of the Chicago and San Francisco dealers against the chain stores. ANDERSON.

STILL GUNNING AFTER PLEDGES.

Burley Growers' Association Needs 10,000,000 Pounds More From Farmers.

Cincinnati, O., Jan. 27, 1905.

As the result of a meeting in Cincinnati of the Burley Tobacco Growers' Association, buyers have been sent out under whip and spur to solicit contracts for 10,000,000 pounds of tobacco still demanded by the New York capitalists who are expected to buy. This quantity will be sufficient to give them control of the crop.

The company is confident of contracting for all the tobacco needed in a few days. June W. Gayle said there was 1,000,000 pounds in Henry county unsold, which he believed he could get. Mr. Brown, of Owen, said there is yet 1,000,000 undisposed of in his county awaiting the company's final announcement. Like expressions were heard from other delegates.

It is a matter of great interest to the growers and tobacco dealers and manufacturers generally to know who are the New York capitalists ready to advance $8,000,000 or more necessary to pay for the product. Members of the Broad of Directors stated that the financial standing of the New York people operating with them, is perfectly satisfactory.

Mr. McIvor, representative of the New York capitalists said: "The syndicate back of me, which includes three trust companies, insurance companies, and directors of national banks, are simply using me as a blanket, as they don't want their names passed about. What the different financial institutions have subscribed, or are ready to put into this enterprise would amount to a mere bagatelle to each one, such is their strength. BUHRMAN.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

BREMER BROS. & BOEHM, GEO. W. BREMER, JR. WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
READING, PA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO. IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana,
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

M. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Sumatra and Havana Packers and Exporters of and Dealers in Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

ANOTHER ACTIVE WEEK IN THE HAVANA MARKET.

Remedios is Steadily Advancing and Vuelta Abajo Fillers are Quickly Disappearing.—Cuba is More Prosperous Than for Years.—Sales, Exports, Etc., for the Week.

[Special Correspondence of The Tobacco World.]

HAVANA, January 23, 1905.

Another active week can be chronicled in the Havana market, with prices steadily advancing for Remedios and heavy Vuelta Abajo fillers, which are rapidly disappearing from first hands. Truly it may be said while sugar is booming, tobacco seems to be following in its wake, therefore, the Island of Cuba is enjoying a period of unprecedented prosperity which it has not seen for a long number of years, and it is remarkable with what avidity the northern buyers have picked up all the good tobacco in sight, even overlooking small defects, as regards unclean packing, for instance.

While many of them left last week others have taken their places, so the chances are that by the end of February all of the 1904 crop will be in the hands of manufacturers, or dealers who carry stocks for their smaller customers. The only class of tobacco which has not been in such active demand consists of the so-called Vuelta Abajo factory vegas, but there is hardly any doubt that these will also be sold long before the new crop can make its appearance in the Havana market.

All the commission merchants have had their hands full attending to the wants of from two to four customers at the same time, thus hammering the iron while it was hot. Several dealers have sold out their holdings entirely, and others are carrying greatly diminished stocks. All that is published about the new crop is still mostly guess work, and the uncertainty continues.

Sales

last week amounted to 11,762 bales in all, or 5,218 bales of Vuelta Abajo 584 of Partido and 5,960 bales of Remedios. The United State buyers have secured 9,724 bales, European exporters only took 190, and local manufacturers 1,848 bales.

The exports of leaf tobacco from the port of Havana for the week ending January 21 amounted to 8,596 bales, of which over 6,500 bales were to United States ports.

Buyers Come and Go.

Arrivals:—Samuel Joseph, of the Sieber Manufacturing Co., and Francisco Fonceca, of F. A. Fonceca & Co., New York; Julius Fecht, Ottumwa, Ia.; Geo. Reichert, Milwaukee, Wis.; J. Spector, of Spector Bros., Chicago, Ill.; Felix Eckerson, of F. Eckerson & Co., and W. C. Crawford, of Dohan & Taitt, Philadelphia; W. L. Scott, of W. L. Scott & Co., Boston; V. R. Bickel, of C. C. Bickel & Co., Louisville.

Departures:—Lep Cohn, via Tama, for New York; J. M. Fortier, via Tampa, for Montreal; Manuel Suarez, E. A. Kline, Matt Berriman, for Tampa; W. C. Schutz and F. Opp, for St. Louis; Simon Batt, Charles Jacobs, J. Cohn, Jose A. Suarez and H. Spingarn, for New York; William H. Yocum, for Reading, Pa.

Havana Cigar Manufacturers

have not experienced the boom which the leaf dealers are enjoying, and while orders continue to come in, the volume of them is still moderate, but during the coming month a betterment is confidently looked for. The trust is said to be doing little, and so are the small independent factories, while the larger ones of the independents do not complain. Trade with the United States is a trifle slow yet, but London, Germany, France, South America and Australia are ordering good quantities. The last French steamer carried over 1,250,000 cigars, and the Mexico took 3,426,892.

H. Upmann & Co. are doing well on their H. Upmann brand, and say that business is O. K. with them. They shipped half a million cigars last week.

Cifuentes, Fernandez & Co. keep as busy as ever in their Partagas factory, and have no lack of orders.

Por Larranaga is forging ahead under the pushing and well directed management of Don Antonio J. Rivero, who spares neither time nor trouble to please his customers.

Behrens & Co., of the Sol factory, are likewise receiving a good share of the orders coming in from the United States, Great Britain and Germany. Fine cigars are bound to sell.

J. F. Rocha & Co., of the Crepusculo factory, are reporting excellent orders for London, Germany and South America, while for the United States Nene and Jefferson are called for in fair quantities.

El Rico Habano is busy filling orders for the United States and Canada, where the owners, Enrique Dorado & Co., have always a good market for their products.

La mas Fermosa is working fairly well for the American market.

Ramon Allones and Cruz Roja do not seem to know any dull period, as Rabell, Costa, Vales & Co. always appear to have steady orders from London, Germany and South America, and through their

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chacalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN. H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, & P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street, HABANA, CUBA.
Cable: "JEDESA."
Branch House:—512 Simonton Street, Key West, Fla.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma., and La Guipuzcoana.

connection with the National Cuba Co. they do an ever increasing trade in the United States.

Don Jesus Vales, of La Eminencia cigarette fame, received some orders from the United States, notwithstanding the prohibitive duty on cigarettes. One thousand cigarettes cost here a trifle less than $2 while the duty is more than $11, a barbarous protection which benefits only the trust in the United States, as the latter has almost a monopoly in this article.

Buying, Selling and Other Notes of Interest.

J. Bernheim & Son sold 1,000 bales of Remedios second capaduras.

Lep Cohn was a heavy buyer in our market, securing about 4,000 bales of Remedios and Vuelta Abajo leaf, and he only bought the finest vegas and escojidas.

Manuel Mendez Parra turned over another 1,000 bales of his Remedios packing.

Otto and Gus Eisenlohr purchased 3,000 bales for their Cinco cigars during the past two weeks.

Sobrinos de A. Gonzalez shipped 1,839 bales of Yara tobacco in the Spanish steamer Alfonso XIII., consigned to the Spanish Regie at Santander, and they also disposed of 700 bales of Vuelta Abajo and Remedios to northern buyers and local manufacturers.

Matt Berriman bought some 400 bales more of Vuelta Abajo, thus making his total purchases 1,000 bales.

Rodriguez, Bautista & Co. closed out 900 bales of Vuelta Abajo and Remedios last week.

A. Blumenstiel was a buyer of over 1,000 bales of Vuelta Abajo and Remedios.

Grau, Planas & Co. turned over 700 bales of Remedios from their stocks.

Alfred Ettlinger also secured 1,000 bales of Vuelta Abajo and Remedios for his firm of H. Hoffman & Sons, and has now, with his son Victor, gone to the Vuelta Abajo to get an idea of the new crop.

Loeb-Nunez Havana Co. sold 600 bales of Remedios and Semi Vuelta to their customers.

Simon Batt purchased three vegas of Vuelta Abajo fillers from the lowland section of and near San Luis, which will sum up a trifle over 500 bales.

Gonzalez, Benitez & Co. disposed of 600 bales of Vuelta Abajo and Remedios.

Sol Hamburger is still here, and while his partners are closing out in New York his purchases, he keeps on laying in stock. His total purchases now amount to 1,800 bales. He knows he has to make hay while the sun is shining.

Aixala & Co. were sellers to the extent of 500 bales of Vuelta Abajo and Remedios.

Charles Jacobs secured his share by buying 500 bales of Vuelta Abajo for his Las Palmas factory.

Bruno Diaz & Co. made several transactions amounting to 450 bales of Vuelta Abajo and Partido leaf.

H. Spingarn was a heavy buyer of Vuelta Abajo and Remedios.

Antonio Suarez turned over 450 bales of Vuelta Abajo.

Manuel Suarez & Co. is the style of the new firm that succeeded Mendelsohn, Bornemann & Co., as per circular issued on the 17th inst. The change was only made, as Don Jose Mendelsohn explained to your correspondent, in order to please the many friends they have in this island, as for the Spanish and Cuban population the name of Mendelsohn, Bornemann & Co. is too long to be easily remembered. There is no change in the partnership or its relations to each other. They are very busy in buying for their customers on the spot, and are also executing orders by mail and cable for their United States customers.

G. Salomon y Hns. sold 414 bales of Vuelta Abajo and Remedios.

Sobrinos de V. Diaz disposed of 250 bales of Vuelta Abajo.

A. Pazos & Co. were busy in turning over 234 bales of Vuelta Abajo and Partido to various customers.

Rabell, Costa & Co. made several transactions amounting to 215 bales of Vuelta Abajo.

Suarez y Hns. closed out 150 bales of Vuelta Abajo and Remedios.

Jose Menendez sold 100 bales of Vuelta Abajo.

Manuel Garcia Pulido turned over 100 bales of Vuelta Abajo to a northern buyer.

Garcia & Co. have done a big business, but Don Manuel refuses to give particulars.

Among the commission merchants who have done a good business were:

Charles Blasco, 2,000 bales; H. Upmann & Co., 1,500; Leslie Plantin, 2,000; Bridiat, Mont'ros & Co., 1,000; Silveira & Co., 1,000; Mark A. Pollack, 500.

Receipts From the Country

	Week Ending Jan. 21. Bales	Since Jan. 1. Bales
Vuelta Abajo	457	2,810
Semi Vuelta	80	593
Partido	292	582
Matanzas	3	3
S. Clara & Remedios	1,616	2,426
Santiago de Cuba	——	205
Total	2,448	6,619

J. F. ROCHA & CO.
Manufacturers of the Celebrated Brands S. en C.
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz — R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

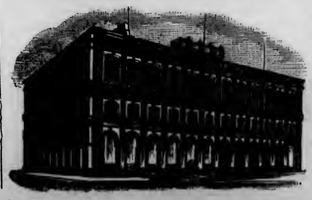
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grasvak

H. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

E. A. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN J. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
A. E. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, January 30, 1905.

THE WEEK'S MOVEMENT IN LEAF.

The severe storm this week forced business almost to a standstill as no shipping could be handled. All types of seed are selling freely as the manufacturers are short of stock, prices are high for desirable goods, Zimmer 1903 is changing hands at standard price 18c, Pennsylvania broad leaf is being picked up close and Gebhardts are coming to the front.

The entire interest just at present seems to centre on Havana. Firms that never handled Havana before have been large purchasers in Cuba, and prices are soaring to a high point.

Sumatra is selling in good quantities every day. There have been 300 bales reported this week. It is expected that from now on until the new crop arrives, the Sumatra business will slacken up.

• • •

A LIGHT ON THE NEW CREDIT SYSTEM.

There is a certain jobbing house in this city which makes a particular business of selling tobacco in small townships miles away from the railroads. During the period of financial trouble last year this firm did a credit business with a customer in one of these towns who bought bills to the amount of about $1,000.

On account of poor summer business the customer found he could not meet his notes, so he packed his carpet bag and came on to New York to explain the situation and make his peace with the jobber. When the errand was explained, the jobber quite used to the situation said he was very sorry to hear of the embarrassment and inquired about how much the man could pay in settlement. The customer said:

"Why — er — what are they paying now?"

• • •

JOTTINGS.

Roy Barrett is on the road again with the Ruy Lopez cigars.

Maurice Newberger, of Bremen, was presented with a little heiress this week; "heiress" is used not alone from a financial point of view, but because the young lady will doubless inherit the ever flowing geniality of her father.

Geo. F. Bryan, of Winnipeg, Manitoba, was a visitor to this market. He certainly felt at home during our storm.

Jim Burns, formerly of the Havana Commercial Co., is visiting his friends of former days on Water street.

John Schlange, of St. Louis, is a buyer, reported this week.

The bonded warehouse, of C. C. Hamilton & Co., had a narrow escape from destruction by fire this week. The adjoining building was destroyed but the warehouse was so excellently built that it is impossible to claim even smoke damage.

Dave Nussbaum, of Nussbaum & Bower, left for the West to interest his many customers in leaf and incidentally in fish stories from Greenwood lake.

A. Cohn, Sr., of A. Cohn & Co., sails on Saturday for Europe and later will arrive in Amsterdam for the inscription.

Lep. Cohn arrived from Havana where he purchased over 3,000 bales for A. Cohn & Co.

• • •

POINTS FOR MANUFACTURERS ON FLORIDA WRAPPER.

It occurs to the writer that at this time an article on the knowledge necessary to bring out the true commercial value of Florida wrapper may be of interest to our many manufacturing friends. There is no class harder to convince, once he has formed a prejudice in his mind, than the tobacco man.

This prejudice which exists against Florida wrapper arose some twelve years ago, when growers, not understanding the curing of same, induced the manufacturers to try the tobacco. Of course the leaf, not being properly sweated and raised on uncultivated soil, flaked and most of all burned badly. The manufacturer at once condemned same, and at that moment formed a prejudice that has taken the past twelve years to eradicate.

Does it ever occur to our manufacturer that his lack of knowledge of treating this kind of wrapper might have been the cause of his prejudice?

It not only takes knowledge on the part of the grower, but also on the part of the manufacturer to obtain the best results of Florida wrapper. The writer has followed the improvements made in Florida tobacco from year to year, and can safely say the prejudice is fast being overcome and the tobacco improving because of our growers understanding the culture more fully, and the manufacturer realizing that he has to know more about the intricacies of raw material to make a success than he did years ago.

Very often I have seen a bale of fine Florida wrapper left to the tender mercies of a $5 per week caser in a factory, who cased same as though it were Pennsylvania heads. Of course you cannot expect a "Yale graduate" for $5 per week, but the manufacturer if he knows tobacco should educate the caser so he will earn his salary, and not cost the manufacturer more than he pays him.

The Florida wrapper situation reminds me of the Sumatra tobacco when it was first imported into this country. No manufacturer wanted to use it, and preferred to stay in the rut, using Pennsylvania wrappers. Consequently, Sumatra had as rough a time as Florida ever had.

The manufacturer who lets well enough alone is bound to go back. He should investigate all raw material intelligently. The tobacco trade has always been too slow to adopt new reforms. The successful man of today must be ahead of the "band wagon" as the seats are all engaged before the wagon leaves Fifth avenue.

HEARINGS ON CURTIS BILL END LAST SATURDAY.

Sessions of Ways and Means Committee Brought to a Close by Secretary Taft, Who Addresses the Committee in Answer to the Strong Protests Made by the Tobacco People Last Saturday.

WASHINGTON, D. C., January 28.

The series of hearings before the Ways and Means Committee on the Curtis bill were brought to a conclusion today with the appearance of Secretary of War Taft as an ardent champion of the bill. The sugar people held the floor on Thursday. Secretary Taft was to have made his argument before the committee Friday, but was unable to be present. Col. C. R. Edwards, Chief of the Bureau of Insular Affairs of the War Department, appeared for him and submitted to the committee much detailed information bearing on the subject in the way of tables and statistics Many of these tables and statistics related to tobacco. He also submitted a number of cablegrams relative to tobacco.

Col. Edwards remarked to the committee that he was much impressed by the presentation of the case of the tobacco and sugar people. They seemed so thoroughly in earnest that they have aroused the whole country. Looking at the matter dispassionately, and from both sides, Col. Edwards thought there was no cause for apprehension, certainly not on the part of the sugar people.

Secretary Taft, speaking in favor of the bill this morning, expressed himself as of the opinion that there was no danger that either tobacco or sugar would ever swamp or figure in to any material extent the markets of this country. He said every step taken toward the reduction of the present tariff would prove to those interested, both the sugar growers and the tobacco industries, that they would not be injured by the steps.

The labor question was discussed at some length, and in this connection the Secretary stated that, in his opinion, our labor was not asked to compete with Chinese labor, as there was not all told at the present time in the islands more than 75,000 Chinese, and these were not engaged in agricultural labor.

Speaking more directly to the point of the stand taken by the tobacco growers, cigar manufacturers and others interested in the the tobacco industry, Secretary Taft stated that the tobacco grown for exportation was principally in Cagayan and Isabella provinces. About 75 per cent of the tobacco lands are owned and cultivated by natives. He regarded the fear of the cigarmakers of this country that the free entry of Philippine tobacco into the United States would be injurious to them to be unfounded, and thought, on the contrary, that they would profit by the introduction of it. But few cigars, he stated, were made in the islands as compared with the output in the United States, and in this connection it must be remembered that the demand in the islands for home consumption is something enormous, it being estimated that six seventhes of the Christian Filipinos smoke tobacco. The Secretary further stated in this connection that no Philippine cigars are now being imported into the United States.

One of the most interested speakers who appeared before the committee was A. Determan, of Manila, who presented a memorial on behalf of the Philippine tobacco growers and manufacturers, in which a strong appeal was made for the free entry of Philippine tobacco.

Speaking in response to a question as to existing wage conditions and their effect on the home trade, Mr. Determan stated that the subject of efficiency taken into consideration, the wages of cigarmakers in the islands are not low. This, it will be remembered, is in direct opposition to the testimony of Mr. Bijur and Mr. Perkins, who stated that they did quite as efficient work as those of the United States. Mr. Determan said that the Filipinos feel that they have a right to the free entry of tobacco and other products into the United States in view of the fact that by reason of conditions through which they have recently passed they have lost the Spanish or home market for their products.

Factory 1839.
Peachfinder
SOLD UNDER BONA FIDE GUARANTEE
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IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
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Growers of FLORIDA SUMATRA
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Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
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Correspondence solicited with large handlers. Write for Samples.

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F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUTLER,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
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Manufacturer of **FINE CIGARS**

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Integrity of Purpose and Earnest Endeavors, Coupled with Energy,
Have Brought OUR CIGARS to the Front.
IT PAYS TO SELL THE BEST. ☞WE MAKE THEM.
{ The Standard of Uniform Excellence in Seed and Hand Made Havana Cigars. }
Always the Same—The Highest Quality and the Finest Workmanship.
Will submit samples and quote prices to reputable dealers.

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Next Week

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Fine Havana Hand-Made CIGARS
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Philadelphia Tobacco Trade.

Leaf Dealers' Jottings.

A petition made by Teller Bros., formerly a well known firm of leaf dealers on Third street, for the refunding of about $25,000 in customs duties paid to the Government under an act of Congress in 1883, was heard last week by General Appraiser Sharretts, of New York, in the United States Appraisers' Building, in Second street below Chestnut street. The petitioners were represented by J. Stuart Tompkins, of the law firm of Hatch, Keener & Clute, of New York. The Government was represented by C. D. Lawrence, assistant counsel of the Treasury.

The Tellers claim a rebate on 345 bales of Sumatra tobacco, which they imported in 1890 and 1891. The act provided that where the grade of tobacco was such as to require more than one hundred leaves to the pound, a duty of 35 cents a pound should be assessed. When less than one hundred leaves were required, a duty of 75 cents was charged. The petitioners say it was of the lesser quality, but the Government endeavored to prove that the goods were of the better class. Many witnesses were examined. The general appraiser reserved his decision.

Things are coming a little slow just now in the leaf market, although the blizzard is responsible for the crippling of business during this last week. Buyers are still looking for goods and prices are still high, but quite a few satisfactory deals were put through during the week in spite of the weather, although some of them had been hanging fire for some time. In a short time practically all the salesmen will be out and returns will then constitute a fair test of just what the status of this year's market is. There is a good demand for Havana and Pennsylvania broad leaf, and in one or two cases sales were made at quite satisfactory prices for the dealer.

Milton Herald, of the Loeb Nunez Havana Co., is in Havana looking after his firm's interests.

George Newman, who is West for Young & Newman, has had a run of highly gratifying sales.

A visitor among the leaf houses this week commented on the large number of fine looking cats which he saw in many of the places, and wanted an explanation. It is a fact that there are a lot of felines who make a comfortable home in the offices and warehouses, and don't have to do so much work catching rats that they aren't fat and sleepy looking. Perhaps as fine a pair as can be seen on the street are the two which drowse over the fireplace in Bremer Bros.' place.

S. Grabosky, of the Empire Leaf Tobacco Co., Ltd., has just returned from Havana, where he purchased some desirable lots of Remedios and Vueltas for the company.

With Manufacturers and Jobbers.

Second Anniversary of the United News Company.

Seasoned with wit and good fellowship, the second anniversary of the United News Co. was held at the Hotel Hanover on Thursday evening, the 26th, Frank S Brandt, the host, presiding.

The spirit that laughs at obstacles, that makes possible by superb organization the distribution of hundreds of thousands of newspapers, using thirty-eight wagons daily and eighty five on Sundays, was evident in the sturdy, steady. American go-aheadness of the men around the board.

E. B. Hoppe is the right hand man of Mr. Brandt in the paper and periodical department, and proudly boasts that during the last year the company increased the sale of New York papers 80 per cent, which at this early history of this distributing company is a remarkable report.

The United News Co. engaged in the jobbing of independent cigars and tobacco August 10, 1904. When they entered the arena it was at the darkest period of the independent movement.

But they knew no failure, and worked in calm serenity until they were able to cry victory. Today, less than six months from the date of this venture, a well trained force visits every retail store in this city and its environs, and is now distributing goods for the following well-known firms: R. A. Patterson Tobacco Co., Larus & Bro. Co., Weisert Bros., Lovell & Buffington, Joseph G. Dill, Theobald & Oppenheimer, Bach Cigar Co., Eureka Cigar Factory, J. H. Lucke & Co., Byfield Snuff Co., Wells Whitehead Tobacco Co., Aslan Bros.

The company has been phenomenally successful, and has adopted means quite unique for the protection and timulating of trade, among which are the establishing of independent jobbers all through their field of operation, which includes Pennsylvania east of Altoona, New Jersey south of Trenton, Delaware and Maryland, with branch houses at Pittsburg and Baltimore. This is done strictly to protect their trade.

A premium, based on the gross purchases of each customer equal to 5 per cent in retail value, is given each customer, on the condition that he pays bills weekly.

All goods are sold to dealers at strictly factory prices, as the firm will not sell any other kind, which is a guarantee to the dealer of fair dealing.

Frank M. Toppin is the popular and able manager of the tobacco and cigar end of the business, and is a gentleman of undoubted integrity and business ability.

Robbers attempted early Friday morning to crack the safe in the office of M. C. Fisher & Co., cigar manufacturers, 1244 N. Eleventh street. Their efforts were not successful, but they stole $400 worth of cigars and $3 in change from the coin boxes in the telephone pay stations in the store.

Entrance was gained by use of a false key, and former employes of the firm are suspected of being implicated. An attempt was made to rob the store shortly before the Christmas holidays, but the thieves became frightened and ran off without securing any plunder.

L. Podolnick, South street jobber, was on the sick list this week.

The affairs of D. Margulis, 930 South Ninth street, have been settled and the name restored, the jobber to pay 25 cents on the dollar. Mr. Margulis went into bankruptcy about three months ago with liabilities amounting to about $5,000.

The El Provedo Co. is launching a new nickel brand on this market called Flor de Apte which will be pushed hard. The cigar is described as a Key West 4¾ inch Puritano finos shape. Mr. Rosenberg of this company will return in about two weeks from an extended trip to Cuba and Florida.

Fred A. Fowler, who has been prominently identified with the trade for four teen years, recently assumed management of the F. V. Eshelman establishment at Sixteenth and Arch streets.

E. L. Nissley, Receiver for Doddy, Jourdan & Co., manufacturers at Fifth and Race streets who went into bankruptcy a few months ago, has issued notices of the bankrupt sale of the stock and fixtures pertaining to the factory, at Marietta, which will take place tomorrow at 1 o'clock. The articles to be sold include the usual paraphernalia of the factory and office and quite a quantity of tobacco and labels. A sale of cigar making machinery, business office fixtures, etc., will take place at Fifth and Race streets, Philadelphia, on Friday at 11 o'clock, during which a long list of articles will be put under the hammer.

The manufacturers are doing well these days and very few complaints are heard. Orders are coming in every day, and the majority of factories are doing quite as much as they want to or had made arrangements for. A number of new brands are in contemplation and will make their various appearances during the next several weeks. As is usual, the West and South seem to be the favorite stamping grounds for the local manufacturers, although some of them are doing a pretty fair New England business. Everyone expects to keep busy now right on through the spring.

Wrong Stamps on the "Orient."

Much comment was caused this week by the movements on Monday and Tuesday of the internal revenue agents of this district in investigating an alleged irregularity in the stamping of the "Orient" package, the cork tipped five cent cigarette manufactured by the Khedivial Co. of New York.

As a result of a special inquiry from Washington, Chief Agent Alexander sent his men out to examine the condition of the Orient package on this market, and on return of the findings Mr. Alexander made a confidential report to Collector McCoach yesterday afternoon, and it is up to the collector to decide whether it is advisable to make any confiscations or take action of any nature.

The complaint is said to have been to the effect that a number of the packages of ten cigarettes bore the 54 cent stamp instead of $1.08, under which class cigarettes of this grade come. The internal revenue law provides that all cigarettes selling at more than $2 per thousand shall bear the $1.08 stamp, only grades cheaper than $2 being allowed to carry the 54 cent stamps.

The Orient sells to the jobber for $3 70, less 2 per cent, and to the retailer for $3.80. A gratis was recently given with every 500 Orients, of four packages of $7 cigarettes. These prices put the brand distinctly in the $1.08 class.

In the absence of an explanation from the Khedivial Co., which has not yet been notified of any irregularity by the revenue department, it is considered probable that a mistake was made in the distribution of the stamps, and that a quantity of the two denominations became mixed and were not noticed before the boxes left the factory. It is by no means thought that the Khedivial Co. was cognizant of the change, and aside from all other considerations, and looking at the matter in the abstract, such an attempt to save money would be foolhardy in the extreme, inasmuch as it would be certain of very early detection.

It is not thought that many of the misstamped cigarettes reached this market, as a visit to several establishments which had received consignments lately showed the stamps to be all right.

The Orient is practically the pioneer of the 5 cent cork tipped cigarettes, as it was about the first brand in this form on the market to gain much sale or to last.

NEW FACTORY FOR YORK CITY CIGAR CO. STARTED.

Gilbert & Co., the contractors, have broken ground on North Penn street, near Garfield, York, Pa., for the erection of the York City Cigar Company's new factory. The building will be pushed to completion as rapidly as possible, and it is probable that the company will be able to occupy it by May 1.

—John C. Horning, A. Lewyn and William L. Ahrens have incorporated the Premier Cigar Co., of New York, with a capital of $30,000.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
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Established 1864 Factory No. 20, 9th Dist., Pa.

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Hanover, Pa.

Manufacturers of
Fine Cigars
The Bob Bow-Man
an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited. Write for Particulars.

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MANUFACTURER OF
HIGH and MEDIUM GRADES
OF
UNION-MADE CIGARS
FOR THE
Wholesale and Jobbing Trade
Akron, Pa.
CORRESPONDENCE SOLICITED.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of
AMERICAN CUP
5 Cent Cigars
The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

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224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. McMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

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PHILADELPHIA, FEB. 1, 1905.

To Benefit Our Readers.

The Tobacco World wants to receive from week to week all questions relating to the trade which may be puzzling its subscribers, and will be glad to supply any information in its possession or obtainable.

The columns of the paper are also open to readers for the discussion of current trade topics. If you have a decided opinion on a matter, express it, and see if some one else has good reasons for thinking otherwise.

All letters should be addressed to the "Correspondence Editor" and must be accompanied by the name and address of the writer, which may be withheld when desired.

THE HEARINGS ARE OVER: NOW WHAT?

The hearings which were conducted all last week in the Capitol at Washington in order to give the Ways and Means Committee of the Legislature a chance to consider every phase of the Curtis bill before definite action was taken, came to a close on Saturday with Secretary Taft's appearance before the body, and it now remains to be seen what good was accomplished.

Naturally everyone related to the tobacco trade is in a position to permit the assumption that he is biased or at least partial, but at the same time his position gives him the ability to prove his claims and statements.

The tobacco trade has some very strong arguments, and if every member of the Ways and Means Committee had been on hand with an earnest desire to learn a little, instead of something like an attitude of good-humored and kindly tolerance, the week would have wrought more good for the domestic cause than it did.

A man who dips however deeply into statistics relating to the growing, shipping and manufacturing of tobacco, does not necessarily become an expert on or in tobacco. Yet some of the distinguished committeemen did not hesitate to take issue with the speakers, on certain phases of the matter where any argument between a layman and a professional was likely to become ridiculous. The Hon. John Sharp Williams in particular, seemed to think it necessary to draw upon his vein of humorous sarcasm at intervals in order to help matters along, and in view of the fact that the men who appeared before the committee had traveled a considerable distance, left their businesses and work and given their time to the most earnest advocacy of their cause which they could command, some of the Congressman's remarks seemed rather petty interruptions.

The committee is bound to consider all the matter which was introduced before it; that being the case it is difficult to see how the 50 per cent. cut can be recommended.

A COMMENDABLE ACTION.

It is gratifying to note the various successive upward steps of the American employe as an individual and a man. Entirely aside from the question of unions and other strong organizations of employes which have by their united strength pushed their members up the ladder, there are now seen not infrequent instances where employing companies have demonstrated a human interest and consideration for their people which warms the cockles of a humanitarian's heart.

Such, for instance, was the action of the Queen City Tobacco Co., which recently issued accident insurance policies also carrying a death premium to all its salesmen. The United Cigar Stores Co. has also announced that it will undertake to issue policies for every one of its employes whose salary is less than $2,500 a year, paying the premium as long as the man is in their employ. The amount of the policy in this case will be the amount of the employe's salary for one year provided it is not less than $1,000, in which cases it will be that amount.

There are those who are inclined to sneer at such an offer and loudly declare that there is a string back of it somewhere. About the only string that seems findable lies in the fact that the companies may benefit from the fact that the offer will attract an unusually decent class of men to their employ. It certainly is likely to do that, and the companies deserve all the benefit arising therefrom.

If there were more of such "selfish" actions, there would be fewer anarchists, populists, socialists, Coxeyites and the like, who are are fond of regarding every man a tyrant who is in a position to hire a day's work done by somebody else.

THE ANTI-CIGARETTE league of Wisconsin apparently does not put any faith in half-way measures. According to a newspaper printed in that State, legislation to prohibit absolutely the manufacture and sale of cigarettes in Wisconsin, and to make it a misdemeanor for a boy under 16 years of age to use tobacco in any form, will be sought by the anti cigarette league this winter.

The league might just as well embody a clause making it a capital crime to be caught smoking a cigarette, as it should be quite as easy to secure legislation to that effect as to prohibit manufacturing the alluring and, if sensibly used, harm little rolls of tobacco.

THE following paragraph appeared in a Western paper:

The Unitarian minister at Topeka, Kan., was the victim of a dastardly attempt to maim or kill. Receiving a box by mail he opened it and found three cigars, each of which had an infernal machine concealed in the centre. One of them had been crushed, and this probably saved the minister from a horrible death. The postal authorities are endeavoring to locate the guilty party. Each of the cigars contained a 32 calibre loaded cartridge.

Needless alarm. This was probably only a new kind of brand which some manufacturer had adopted in these days of strenuous competition.

HERE AND THERE WITH LOCAL RETAILERS.

Retail Dealers' Association Elects Officers.

The regular monthly meeting of the Retail Cigar and Tobacco Dealers' Association was held last Thursday evening at 1305 Arch street, James F. Hasson occupying the chair and J. Harvey McHenry acting as secretary.

R. W. Boch, chairman of the Tobacco Show Company, made a long report on the show, stating that at this time the association still owes about $100, but that some of the subscribers or exhibitors had not as yet made settlement. Mr. Boch was confident that all would remit within a few days, when they could liquidate all the bills and render a final report, showing that the receipts would equal the expenses.

The committee on anti cutting made a report showing progress, but the committee on anti-coupons made a rather pessimistic report, and did not seem to think that much had been accomplished.

R. W. Boch read a communication from Sereno E. Payne, chairman of the Ways and Means Committee, stating that Wednesday, the 25th, was the day set apart by the tobacco and cigar trade to meet at Washington to protest against the Curtis bill. This matter was discussed at some length, and the opinions of some of the leading local cigar manufacturers and leaf dealers were quoted, among others, that of Charles Eisenlohr, who thought that the results of the sweeping reduction on Philippine leaf would be very damaging to the cigar industry.

M. S. Frisbie moved, and was supported by J. H. McHenry, to send a resolution of protest to Hon. Sereno E. Payne, and John T. Taylor was named as a committee to draft suitable resolutions.

Seventeen new members were received, and the treasurer's report read showed the association to be in a healthy condition.

These officers were elected: President, James I. Hasson; first vice president, B. F. Batten; second vice president, D. A. Schaible; secretary, J. S. Halfpenny; treasurer, B. N. Clapp; directors, J. Harvey McHenry and John T. Taylor.

C. C. Heisler, formerly with Fleck & Co., 220 Market street, now a jobber at No. 111, was very much under the weather for awhile, but is now at his office again.

The store at the northwest corner o Third and Chestnut streets, which was recently sold by Goldsmith & Co. to N. W. Young, a contractor of Atlantic City, was emptied of its stock last Wednesday by an auction sale. Mr. Young has made a noble effort to make the store pay but was compelled to give up. There was not a great amount of stock on hand, and it and the fixtures brought very low prices, out of all proportion to what was hoped. A large wall showcase which had been listed in the sale announcement as worth $1,800 brought $65, while another showcase yielded $55. There was very little bidding. It is considered very improbable that the corner will continue as a cigar corner, although it was once considered an excellent location.

The Bainbridge Shoe Store at the southwest corner of Second and Market streets announces that it will move to Fourth and Market, southwest corner, on the first of April, thus making room at Second and Market for the United Cigar Stores Co., which has thus far been silent as to its plans. It was said this week by a salesman who claimed to have gotten it very authoritatively, that the cigar store would occupy 30 feet depth at Second and Market, for which it will pay a rent of $130. The same man stated the United Co. had plans on foot for securing stores at both Fifth and Market and Seventh and Market streets, which if true, shows that the company has evidently decided to go after the business in this town by way of pushing a store in front of every consumer until he patronizes it and then perhaps withdrawing the non-paying stores from the lot. $130 seems a decidedly low figure for that location, and it is understood on good authority that the shoe people have been paying considerably more than that. Another rumor current during the week was that the United Co. expects to lease the whole building and sublet the part of it for which it has no use, playing up its own store largely on Second street rather than Market.

Charles B. Smith, local representative of the Seidenberg, Steifel Co., New York, was presented with a handsome new daughter a week or so ago.

Dr. Lowengrund, of Third and Market streets, was incapacited by an attack of grip for a few day, but is about again.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

AN EXCELLENT TOBACCO FOR CHEWING AND SMOKING.
Every Dealer Should Have a Stock of

A Ready Selling Product

UNION BUTTS
IN UNION THERE IS STRENGTH
TRADE MARK
REGISTERED.

Big Profits for Dealers

Manufactured by KEYSTONE TOBACCO CO., Reading, Pa.

The fierce weather knocked spots out of the retail market of the last week, and while there were one or two sunshiny days when the majority of stores did a pretty fair business, the week's sales toted up slim. Of course there is hardly any room for a legitmate kick against the weather, and complaining retailers must remember that everyone got the same dose. The package trade shows a disposition to improve, and it will be a great surprise to many, if February does not prove a very good month.

Robert Simpson, who a few months ago bought the Vanaman store at 28 South Fifth street, will shortly sell his store to Charles Mohr, jobber on Ridge avenue. Mr. Simpson, has been in very poor health lately and was laid up last week.

A. Schwartz, who runs a store at 246 Arch street, had the misfortune to lose his infant son Edward a few days ago. The child was only eight weeks old, and Mr. Schwartz has the sympathy of the trade in his bereavement.

James S. Halfpenny, who was the other night re elected secretary of the local Cigar and Tobacco Dealers' Association, has been laid up for some days, and was unable to attend the meeting of the Association last week.

Imports of Tobacco, etc.

Arrivals at the port of New York from foreign points during the week ending Jan. 30, 1905.

Bremen—Eckmeyer & Co, 1 case tobacco; Julius Marqusee, 2 cases do.
Hamburg—American Tobacco Co, 869 bales leaf tobacco; 111 cases do.
Havana—Jas. E. Ward & Co., 5 cases cigars.
Liverpool—American Tobacco Co, 130 cases cigarette paper.
Vera Cruz—Jas. E. Ward & Co, 13 cases cigars; 46 bales tobacco.

SUMATRA TOBACCO.
Str. Rotterdam, arrived Jan. 26:
(135 bales; 1 case.)

G. Falk & Bro	67 bales
Otto Malchow & Co	21 bales
L. Schmid & Co	20 "
F. L. Pollock	16 "
H. Duys & Co	11 "
Pim, Forwood & Kellock	1 cases

HAVANA TOBACCO.
Str. Mexico, arrived Jan. 24:
(4,897 bales; 43 bbls.)

A. Cohn & Co	1,246 bales
Jas. E. Ward & Co	1,057 "
Hinsdale Smith & Co	544 "
F. Miranda & Co	475 "
J. Cohn & Co	390 "
A. Murphy & Co	266 "
Leonard Friedman & Co	163 "
S. Ruppin	130 "
G. V. Watson	113 "
J. Bernheim & Son	91 "
A. T. Rice	63 "
E. A. Kraussman	50 "
Louis Ash & Co	50 "
Herz Bros	50 "
Granda & Co	41 "
J. Holzman & Co	40 "
American Cigar Co	40 "
G. Salomon & Bros	25 "
M. D. T. Co	25 "
Carl Vogt's Sons	22 "
S. L. Goldberg	21 "
H. Neuberger	15 "
G. Falk & Bro	10 "
Order	10 "
E. Rosenwald & Bro	9 "
E. Pascual & Co	6 "
E. Kleiner & Co	5 "
E. Regensburg & Sons	30 bbls.
Andres Diaz & Co	13 "

Str. Monterey, arrived Jan. 28:
(903 bales; 35 bbls.; 5 cases.)

J. Bernheim & Son	350 bales
E. Hoffman & Son	252 "
Sieber Cigar Mfg. Co	155 "
L. Friedman & Co	68 "
Hamburger Bros. & Co	28 "
G. Falk & Bro	20 "
D. H. Delmonte	15 "
Carl Upmann	15 "
Jas. E. Ward & Co	25 bbls.
J. Bernheim & Son	10 "
Jas. E. Ward & Co.	5 cases

HAVANA CIGARS
Str. Mexico, arrived Jan. 24:
(632 cases.)

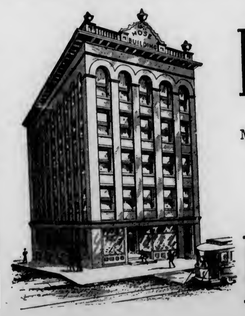
Jas. E. Ward & Co	384 cases
Havana Tobacco Co	156 "
Park & Tilford	33 "
G. S. Nicholas	23 "
National Cuba Co	9 "
Wm. H. Stiner & Sons	8 "
Calixto Lopez & Co	7 "
C. H. Weyman & Co	6 "
Acker, Merrall & Condit Co	4 "
Macy & Jenkins	1 case
Garcia Pando & Co	1 "

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

Established 1891. Factory No. 3765.

JOHN ZUDRELL
Manufacturer of
High Grade Cigars 5 and 10 Cts.
Genuine Union Made.
Ephrata, Pa.
Goods Sold Direct to JOBBERS and DEALERS.



Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure
to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

WALTER S. BARE,

Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
Office and Warehouse,
LITITZ, PA.

J. K. LEAMAN,

Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER. PA.

J. W. BRENNEMAN,

Packer and Dealer in
Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of **Leaf Tobacco**
241 and 243 North Prince Street,
LANCASTER, PA.

W. R. COOPER & CO

PACKER OF
Penna. Broad Leaf
and Dealer in All Grades of
Domestic Cigar Leaf Tobacco,
201 and 203 North Duke St.
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
327 and 329 N. Queen Street,
LANCASTER, PA.

J. W. DUTTENHOFFER,

Packer, Dealer,
and Jobber in **Leaf Tobacco**
Pennsylvania Broad Leaf Our Specialty.
33 North Prince St., LANCASTER, PA.

TRUMAN D. SHERTZER

Leaf Tobaccos
Main Office:
Lancaster, Pa.
Warehouses: Lancaster and Red Lion, Pa.
We make **Scrap** Filler **Ready for Use.**

The Ideal Nickel Cigar

Handsome and Pleasing

Quo Vadis Diplomaticos

Our "Quo Vadis" is undisputably the best five-cent cigar—uniformly reliable quality and absolute purity are its distinctive features.

Its delightfully blended Havana aroma just suits the smoker and he enjoys the cigar from beginning to end.

It is made strictly by hand, by expert cigarmakers—only such can produce this beautiful, modern, full size **Diplomatico** shape.

Though it costs more to make and requires more material than others, its combination of fine quality, carefully selected and well cured tobaccos couldn't be improved upon — every cigar is a fragrant and delicious smoke.

If you're not already selling "Quo Vadis Diplomaticos" you ought to do so by all means—you'll find it both pleasant and profitable.

Correspondence solicited from responsible dealers and jobbing houses.

Price $35.00 per 1000, attractively packed in boxes of 50.
Posters and catchy signs furnished liberally.
Send us a trial order to-day.

Alfred Eyer & Co., Cigar Mfrs., Allentown, Pa.

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the seal of the Presidency of the Republic: dark blue.

OLD TOBACCO INSPECTOR PASSES AWAY.

W. B. Loughridge, twelve years a tobacco inspector, died last week at his home in Louisville, Ky., aged 76 years. His death was hastened by a recent fall down stairs in which he sustained a broken arm. Mr. Loughridge had lived in Louisville since young manhood, and had constantly been engaged in the tobacco business, entering it as a member of the firm of John W. Brown Bros. Co. Later he accepted a position with the Louisville Tobacco Warehouse Co., and after severing his connection with the latter firm Mr. Loughridge was appointed tobacco inspector, and filled the position faithfully and with ability for twelve years, until age compelled his retirement.

INCORPORATIONS, ETC.

The Lord Royal Cigar Co, of New York, has been incorporated by C Ladrers, J R Burns and George Douglas, with a capital of $10,000.

T J Dunn & Co, of New York, a company to deal in tobacco, has been incorporated by B F Corell, M S Guiterman and Frank McCoy, with a capital of $1,000.

The Charles P Stanley Cigar Co, of St Louis, has been incorporated by Charles P Stanley, Ralph L Stanley, Walter F Riley and Leo Heyman, with $100,000 capital.

Wm Bartscher, Franziska Bartscher, H W Bartscher and Reinhart Reiss have incorporated the William Bartscher Cigar Co, with $6,000 capital, to manufacture and deal in cigars, tobacco, etc.

The PROGRESS
Short Filler
Bunching Machine

For CIGARS and
ALL-TOBACCO CIGARETTES

The DUPLEX
The STRAIGHT
The IMPROVED PERFECTO
Long Filler
Cigar Bunching Machines

Are Recognized by the Trade as
The Best Bunching Machines
in the Market.

Manufactured by

N. H. BORGFELD,

Nos. 341 and 343 East Fifty-Ninth Street,

NEW YORK CITY.

Philadelphia Representatives: LIBERMAN MFG. CO.,
Nos. 240 and 242 North Third St., Philadelphia, Pa.

LIBERMAN'S
Latest Suction Machine

Adopted
by the
Leading
Manufacturers.

Palm Rolling
Essential
to
Hand-Work.

THIS IS THE SIMPLEST AND MOST PRACTICAL TOOL yet introduced in connection with Cigar-making. The cutting rollers are so equipped with ball bearings and exterior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to **Roll with the Full Palm of the Hand,** instead of pushing the cigar along with the finger tips.

Changing of the die to any shape, or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of our competitors.

We stand ready to prove our statement, and all we ask is for the opportunity.

We Think IT WILL PAY YOU to Investigate.

LIBERMAN MANUFACTURING CO.

Manufacturers of

Cigar Machinery
and Tools

240-42 North Third Street,

PHILADELPHIA, PA., U. S. A.

Factories: 25 and 517

L. E. Ryder,

9th District Penna.

Manufacturer of

..CIGARS..

For the Jobbing Trade Exclusively

LANCASTER, PA.

The Best Goods for the Least Money.

HENRY GOTTSELIG & BRO.

No. 828 St. Joseph Street,
LANCASTER, PA.

Manufacturers of

High Grade

Union Made

Cigars

"The Great Poet Needs no Praise." Jobbers and Dealers Become Convinced at Sight Samples and Particulars to Reliable People on Application.

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey.**

La Adelphia Cigar Factory

THOMAS A. WAGNER, Proprietor,

Sellersville, Pa.

Manufacturer of

LA ADELPHIA, 5-Cent
LA FLOR DE A. C. F., 10-Cent ***CIGARS***

Samples and Prices Sent to Responsible People.

TRADE IN NEW YORK.

What Leaf Dealers Have to Say of Present Conditions.

New York, Feb. 1.

"There's a good demand for binders, but we have only the new crop with which to supply that demand, and my brother, N. I. Bijur, is on his way back from Wisconsin, where we have six warehouses which we will have to close down next week for want of material unless we get another tobacco damp within a day or two," said A. Bijur yesterday afternoon.

"The Havana tobacco market here is inclined to be lively, but in Havana city the market is livelier than it has been in a year.

"Deliveries of broad leaf in the broad leaf sections of Connecticut are very slow, and tobacco wont begin to come in in any considerable quantities for about three weeks. The season is six weeks late. Business generally is good if only there was tobacco enough to supply the demand.

"New low grades of Wisconsin are being bought up rapidly and freely. The market is short of stock in every branch, and that condition bids fair to continue throughout the whole year. The volume of business is big, and there will be no necessity for carrying over new crops into the next year."

Continuing, Mr. Bijur added reflectively:

"So far as the tobacco and cigar business is concerned, the opinion of Secretary Taft is of exceptionally little value, if only for the one reason that he isn't even a smoker and knows absolutely nothing of tobacco."

Another recognized authority said:

"Business generally is good but the stocks of all grades and brands of tobacco are getting rapidly depleted and this is especially the case with good old filler tobacco.

"There is quite a demand for 1901 and 1902 Wisconsin Havana seed B's owing to the fact that the crop of 1903 hardly contained its quota of tobacco of this character and good cheap fillers are scarce.

"Several large transactions have occurred in Sumatra and the stocks now in the hands of importers are pretty well played out."

Towards the end of February will commence the exodus from New York of American buyers to attend the first inscription at Amersterdam. There will be sales to the highest secret bidders on March 10 and March 17, and rumor says that Benno Newberger, manager of E. Rosenwald & Co., will sail for Amsterdam on Feb. 21 on the Crown Prince Wilhelm.

Among the latest arrivals in the New York market is D. M. Schoenfeld, of Jonas Schoenfeld & Co., of San Francisco.

The Brooklyn Division of the Retail Cigar and Tobacco Dealers' Association met last Thursday and reelected its officers without any change.

The chief topic of conversation amongst the retailers is the rumored intention to break away from the trust of a large, prosperous and extensive firm, whose sales cover many States but the name is kept quiet for awhile for excellent reasons.

BURLEY GROWERS COMPANY GETS MORE TOBACCO.

A dispatch from Harrison county, Ky., states that growers in that section are jubilant over the great gains made by the Burley Tobacco Growers' Co. Although this county had already contracted 500 acres or 5,000,000 pounds and was the banner county, nevertheless, 1,250,000 pounds were secured in one day recently.

Clarence Lebus, a speculator, who has 1,000,000 pounds, joined the Burley company, and 25,000 pounds besides his was contracted. This is a long step toward the additional 10,000,000 pounds required by the Eastern capitalists who contracted to loan the growers company $10,000,000

Reports reach here that nearly 1,000,000 pounds have been contracted for in Pendleton and Nicholas counties.

MARTIN SLABACH,

DENVER, PA.

Manufacturer of
High-Grade Union Made **CIGARS**

SPECIAL BRANDS: United Labor (5c.) Union Stag (5c.) Cuba-Rico (10c.)

THE TASTE TELLS

QUATILITY

5¢ CIGAR

Yes! it is Different

THEOBALD & OPPENHEIMER CO. MAKERS! PHILA.; THE UNITED NEWS CO. PHILA. Gen'l. Distrib's.

When You Are In Havana

Make Your Headquarters At Our Office.

We are Headquarters for
Choice Escojidas of

Remedios, Santa Clara
and Manicaragua,
Vuelta Abajo and Partido Factory Vegas
of Various Sized Lots

LOEB-NUNEZ HAVANA CO.

Packers of

Havana Tobacco

CONSULADO 142 and 144,
Havana, Cuba.

WE INVITE CORRESPONDENCE and WILL CHEERFULLY SUBMIT SAMPLES

Philadelphia Office, 306 N. Third St.

Cable Address:
"REFORM"

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

D. W. HUBLEY,
Thomasville, Pa.
Cigar Manufacturer
For Wholesale and Jobbing Trade.
Correspondence Solicited. Samples on Application.

F. B. SCHINDLER

Manufacturer of
Fine Domestic Cigars
Red Lion, Pa.
JOBBING TRADE SOLICITED

W. H. RAAB & SONS.
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY
No 463
High Grade Cigars.
CAPACITY 75,000 PER DAY.
ESTABLISHED 1871. DALLASTOWN, PA.

10¢ WASHINGTONIAN 10¢
SEED & HAVANA
UNION MADE
5¢ 5¢

MANUFACTURED BY A.B. CLIME TERREHILL, PA.
STRICTLY UNION FACTORY
5¢ FABRICONA · ROLFE'S CHOICE 5¢
POINTED ARROW · SHARP KNIFE
· · · VAMPIRE · · ·

THE FLORODORA TAG CO.'S NEW CATALOGUE.

The Florodora Tag Co. has issued its new catalogue for 1905, which it sends by mail to any address for ten cents, ten tobacco tags, or twenty cigar bands.

The book is a handsome demonstration of the printer's and lithographer's art and is profusely illustrated with half tone representations of the great number of varied articles which may be obtained by coupons, tags, etc. Some of these pages are taken up by beautiful color pictures of a variety of rugs and carpets included in the premiums. The catalogue also advertises the Cremo pretty freely, by aid of attractive pictures.

The offers made are subject to discontinuance before Nov. 30, 1905, if any law should be passed forbidding the redemption of tags.

SLOT MACHINE NEWS.

In Gilroy, Cal., it has been decided that cigar machines and other slot contrivances that pay in merchandise are hereafter to be rated the same as the money-paying slot machines, and will be obliged to pay the same license of $10 a quarter. This ruling was made by the Council.

O. B. Ross, of Spencer, Ia., has invented a machine calculated to simplify the retail trade in cigars. It is no game of chance machine, but strictly an affair of business. By dropping a nickel in a slot and working a lever a cigar is delivered. There are no blanks, but every time a nickel is deposited a cigar is forthcoming. And while it never cheats, neither can it be cheated. There is no possibility of getting more than one cigar for one nickel. Mr. Ross has applied for a patent.

Incorporations, Changes, Etc.

The Beck Cigar Co., of Canton, O., has been incorporated by E. M. Beck, Sada B. Waters, and Laura H. Waters, with a capital of $10,000.

J. Harry Smith, of Lebanon, Pa., has purchased the cigar store of H. C. Baney, at Eighth and Cumberland streets, in that city.

The large retail cigar and tobacco store of R. B. Cowles, at Elwood, Ind., has been purchased by Abe Wilson and Thomas Lewis, who have already taken charge.

Sam H. Brunswick opened a wholesale cigar store in Pittsfield, Ill., today and will carry on an extensive business.

NEW TOBACCO COMPANY IS FORMED IN NEW ORLEANS.

What argues well for the increased activity in the tobacco business of New Orleans is manifest in the formation of a new tobacco enterprise which has just been organized under the firm style of the Valloft & Dreux Company, Ltd. Both gentlemen whose names figure in connection with the new enterprise are among the best known men in the South, where Mr. Valloft, as the former president of the Southern Tobacco Company, was known from one end of the Southern territory to the other and where Mr. Dreux, as vice president and traveling representative of the same company, is equally well known and popular with the trade at large.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

NEW CO-PARTNERSHIP.

NEW YORK, Jan. 18.

I beg to announce to the trade that I have this day formed a co-partnership with my brother, MAX L. KAUFMANN, under the style of A. L. & M. L. KAUFMANN, for the purpose of manufacturing the highest grade of Seed and Havana cigars.

Having attended solely to the manufacturing interests of the firm of A. L. & A. G. KAUFMANN, with my brother Max L. Kaufmann as office manager, and both of us having now withdrawn from the latter firm, I will be prepared within a short period of time to have the new firm fill any orders that may be entrusted to our care

I shall be pleased to give any information regarding the above, and solicit correspondence with reference thereto, in care of my temporary address, the Waldorf-Astoria Segar Co., Fifth avenue and Thirty-fourth street, New York.

Respectfully yours,

ALEXANDER L. KAUFMANN.

1-25h

FOR RENT

Cigar Factory Building, Complete,
in good section of
First District of Pennsylvania

Capacity of **25 hands**, and 35 hands available. Terms moderate. Address,

FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.

1-25ca

WANTED—An experienced cigar salesman for Philadelphia and near by trade; only those who have an established trade need apply. Address Box 111, care of The Tobacco World, Phila. 2-1c

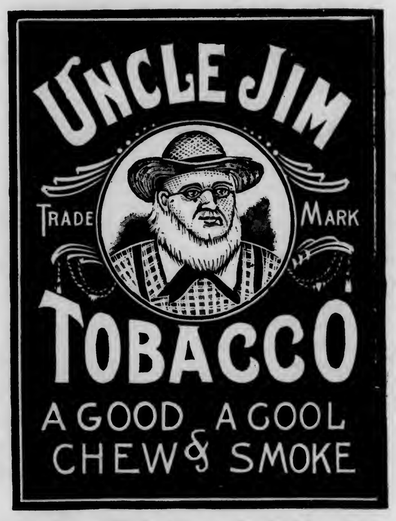
OUR TWO BIG SELLERS
We Guarantee them to be Free from Adulteration, Full Weight, and Choice in Every Respect, by placing them Over Our Own Signature.

Sells on Its Merits.

None Genuine Without Signature.

Union-Made.

All Tobacco---No Dirt; No Stems.



Independent Factory.

THE GLATFELTER-SNYDER TOBACCO CO.
Factory No. 38, *YOE, PENNA., U. S. A.* *Ninth Dist., Pa.*

RESERVED FOR
GEORGE W. PARR
Littlestown, Pa.
MANUFACTURER
of The
FERNSIDE 5-CENT CIGAR
The Brand that was Awarded a Medal at the World's Fair in St. Louis in 1904.

La Imperial Cigar Factory
HOLTZ, PA.
J. F. SECHRIST, Proprietor,
Manufacturer of
FINE CIGARS

10c.—UNCLE JOSS—5c.
York Nick---5c.---Best Known
Two Cracker Jacks—Two for 5c.
Oak Mountain Bouquet---Boston Beauties
Puro---Porto Rico Crooks.
Correspondence with Wholesale and Jobbing Trade Only Invited.
Capacity, 25,000 per Day. Telegraph—York, Pa.

Good to Keep Good Cigars Good

Your Jobber will give you a Certificate covering small quantities, and when you accumulate Certificates showing purchases of 6,000 CREMO EXPORT Cigars, you will be entitled to one of these handsome Humidors free. :: ::

Size, 30 in. long, 22 in. wide, 25 in. high. Weight, 60 lbs.

THE above illustration is an exact representation of the Humidor in which **Cremo Export** Cigars are packed and shipped by the manufacturer. This Humidor holds 6,000 **Cremo Export** Cigars in boxes containing 100 cigars each. It is metal lined, metal covered, with strong brass lock, and heavy brass drop handles and brass trimmings, with moistener pad in top of lid, ventilator in each end, and attractively decorated in imitation cedar wood.

Each humidor is shipped in a wood case to protect it from being scratched or damaged in transit.

The purpose of the Humidor is to protect the cigars from the deteriorating effects of changes in temperature, and to preserve them in the same good order and condition in which they leave the factory. This it does perfectly for any length of time in any climate on the globe, until the last box is used.

Cremo Export Cigars are made only in Londres, which means a straight cigar, being practically the same size from end to end. This shape is more generally smoked than any other, the world over, which fact is a pretty convincing proof that it is the most popular as well as the most desirable shape in which cigars can be made.

If you serve your customer with a **Cremo Export** Cigar out of a Humidor, you give him the best five-cent cigar in the world in the best condition to please him and hold his patronage; if he is pleased with one he will be pleased with every one.

Send your jobber an order for 6,000 **Cremo Export** Cigars, and he will have them shipped to you direct from the factory in the Humidor, freight paid, and billed as 5,500, at $35.00 per thousand.

The CREMO CIGAR is by several times THE LARGEST SELLER IN THE WORLD.

ASK YOURSELF WHY?

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

SNOW KILLS TRADE IN BOSTON.

Blizzard Knocks Spots Out of Business in This Section.

Boston, Mass., Jan. 30.

Owing to the heavy fall of snow and the disagreeable condition of the streets for the week past the retailers had a hard time of it; in fact several retailers, old timers in the cigar store line, informed me that it was the poorest week of business for this period of the year they had ever experienced.

Many are congratulating themselves that the month of January, 1905, is about over and are now looking for the heralded "good times." Many traveling salesmen have made their appearance here during the past two weeks and the orders they gathered in were not up to their expectations.

E. Bendheim with the Metropolitan Tobacco Co, New York, is stopping at the Lexington Hotel with an extensive line of pipe samples.

Wm. Catlin, representing V. Thorsch Co., has been here introducing his firm's new five cent cigar called Buster Brown.

On account of John Drew playing here this week at the Park Theatre many window displays of the John Drew cigar are in evidence.

Geo. Brewer, with Johnson & Co., of 111 State street, was one of the lucky ones in the Boston Post Proverb contest winning one of the $50 prizes.

John Manigan, with the U. S. Tobacco Co., spent the week here doing missionary work on Idle Hour sliced plug and Central Union.

Baker Bros. Smokers retailing for five cents seem to have caught on with the trade.

William the Fourth clear Havana cigars, of which Rosenthal Bros. here are the distributors, are being well placed by them, and the duplicate orders coming in, evidence the fact that there is no better brand in this market in high grade cigars.

The firm of Justus & Gould, 99 Portland street, has been dissolved by mutual consent. Geo. W. Justus continues business at the old stand under the name of the Boston Pipe Co.

Postals have been received from Robt. M. Gans, of Max Gans & Son, leaf dealers of New York, announcing that he expects to be here on or about February 1.

H. Steindler, of Steindler Bros., New York, spent a few days here this week calling on the larger cigar manufacturers.

A. Greenberg, Commercial street retailer has been confined to his home with a heavy cold the past week.

Owing to the death of his wife Lee Hammond, 43 Boyleston street, kept his store closed two days this week.

C. Ruppin, of Lancaster, Pa., had a representative call on the Boston jobbers last week.

Turkish Delights, both plain tip and cork tip, have made their initial appearance here, and it is hoped that in time these goods will outsell anything else in this line; with the valuable aid of Victor Sheppard in introducing same to the trade, the combination will be hard to beat.

Leroy Little Cigars continue to be good sellers here, and the new Leroy Cubana has made a hit with the smokers of this class of cigars.

The manager of the Broken T. D. department of Robbins & Roitman has engaged passage on the Bostonia and is about to visit Scotland to negoiate with the manufacturers abroad regarding the importation of T. D.'s in leather cases which will be the means of saving many dollars for his firm.

BEN ALI.

PITTSBURG PLANTS UNSANITARY.

Several Cigar Factories Under Ban of Board of Health.

Pittsburg, Pa., Jan. 28.

Proprietors of some of the cigar and toby factories of this city are considerably up in the air over the result of the Bureau of Health's investigation of conditions in the factories with regard to sanitation. The investigation is now completed downtown and as a result it is intimated that dozens of buildings used as factories will be condemned and the factory owners will not be permitted to operate until alterations ordered have been made. Many of the buildings, more particularly those of the Seventh, Eighth, Eleventh and Thirteenth wards, will have to be torn down, as no amount of refitting would make them sanitary.

The inspectors are ready to go right on with the examination of factories in the East End and expect to find things in the same unsatisfactory condition,

J. M. MITTLEMAN

Dealer in

Leaf Tobacco

No. 1619 South Street

PHILADELPHIA

Goods Sold in Any Quantity.

Open Evenings Until Nine o'clock.

THE AROMA THOUSANDS PRAISE.

Havana Box Aroma

$12 per Gallon.

ITS EQUAL UNKNOWN TO SCIENCE

Cincinnati Fruit Refining Company, Cincinnati, O.

C. S. COOPER,

Manufacturer of

Fine and Domestic Cigars

WEST EARL, PA.

A. Z. SHERK, President. E. L. NISSLY, Treasurer.

The V. A. Collins Cigar Co.

Established 1898 — **Marietta, Pa.** — Incorporated 1901

MAKERS OF

High Grade Union Hand Made Cigars

Our Leaders: JULIAN HAWTHORNE 10c. Cigar; SUSQUEHANNA 5c. Cigar; S. & N. 5c. Cigar; OUR LEADER 5c. Cigar

☞Distributors Wanted Everywhere.☜

VICTOR THORSCH COMPANY
Makers of the
BACHELOR CIGAR
ALLENTOWN, - - - PENNA.

C. E. MATTINGLY & CO.
MANUFACTURERS OF
HIGH GRADE UNION MADE Cigars
For Wholesale Trade Only,
McSherrystown, Pa.

THE LOUIS NEWBURGH CO.
PACKERS OF
Zimmer Spanish and Little Dutch
MAIN OFFICE, HAMILTON, OHIO.
Warehouses: Hamilton, Ohio, and Franklin, Ohio

L. A. PEARSON,
Packer & Dealer in All Kinds of
Cigar Leaf Tobacco
ZIMMER SPANISH, CONNECTICUT BINDERS & WRAPPERS,
LITTLE DUTCH, IMPORTED SUMATRA,
GEBHARDT SEED, IMPORTED HAVANA,
PENNA. BROAD LEAF, DOMESTIC SUMATRA & HAVANA.
Warehouses---West Milton, O.
Branch---Yorkshire, O.
Buyers in All Tobacco Districts of the World
Main Office, West Milton, Ohio.

BILLMAN BROS.
PACKERS OF
Ohio Leaf Tobaccos
1903 ZIMMER SPANISH WRAPPERS and FILLERS Too short for our Fancy Packings. Write for Samples.
Zimmer Spanish
Gebhart
Little Dutch
1902—1903 Fancy Natural Bulk Sweated, Closely Tabled and Handsomely Finished. None Better. Write for Samples.
West Carrollton, Montgomery Co., O.
The Centre of the Best Zimmer Growing District.

THE CHICAGO BUDGET.

What the Trade Has Been Doing During the Week.

Chicago, Jan. 28, 1905.

January trade conditions at this point appear to be pretty satisfactory. Several wholesale houses report a good increase over one year ago; leaf houses speak well of their outlook, and report new Conecticut tobaccos as moving in a very satisfactory way, and while with retailers trade is not overly brisk, it holds its own as well as can be expected at this particular time of year.

The Philippine tariff question absorbs no small amount of attention among the leaders in tobacco circles here, who are keenly alive to every movement that aims to make for better or worse conditions in the tobacco industry.

I. M. Lederer, the well-known representative of M. Stachelberg & Co., has gone to New York on a business trip.

William Sellers, one of the oldest and best known salesmen of the Steele-Wedeles Co., is enjoying a few days visit among friends at Chicago headquarters. Mr. Sellers lives at Cliffton, Ill., and enjoys most extensive acquaintance throughout that entire vicinity.

President H. P. Steele, of the Steele-Wedeles Co., is planning a pleasant trip to Baden Baden and vicinity, early in March.

Manuel Lopez, of New York, has returned from his western trip to the Coast, and spent a brief spell greeting Chicago friends on his return east.

Leo Abraham, one of Milwaukee's popular cigar retailers, lately stopped off a short time on his return from French Lick Springs.

D. F. Whitbeck, representing V. Mancebo, Muina & Co., New York, lately circulated among the Chicago trade, and no doubt carried away with him some good-sized orders.

Ben Lesser, who tours the country in the interests of Simon Batt & Co, New York, was noted in trade circles during the week. Although struggling with a severe cold, Mr. Lesser showed no tendency to relax his efforts in placing good-sized orders for the La Verdad cigar, and in his usual optimistic way, expressed his satisfaction with business conditions throughout the cities where his duties called him.

Albert C. Becker's new store, adjoining the Home Insurance Building on La Salle street, is undergoing changes which, when completed, will place it among the best-equipped down-town stores. Mr. Becker has kept his stand in the Home Insurance Building for over fifteen years, and will continue same as of old, now giving his personal supervision to both places.

M. S. Greenbaum, of Calerc & Co., appears to be doing good work for his house locally, in spreading the popularity of the Rio Visto cigar.

Col. Ricksecker, of the Ricksecker Cigar Co., of Kansas City, Mo., is enjoying a few days visit with Chicago friends in the trade.

R. G. Fisher, a prominent cigar dealer of Minneapolis, passed through during the week, on his way to Canada, to which place he goes to visit his father, who is ill.

George D. Bow, of the Nall-Williams Tobacco Company, Louisville, Ky., called briefly on the trade while passing through last week.

J. W. Merriam, of John W. Merriam & Co, New York, whose presence among smokers makes one think of such favorite brands as the Henry Irving, "made at the sign of the Bulldog," recently gladdened the trade by a few days visit.

G. J. Brown, the popular young man who looks after cigar interests at the Steele-Wedeles Co., left yesterday for a two weeks sojourn at Old Point Comfort, Va.

W. F. Monroe, the well-known retailer and jobber of the Tribune Building, left last Thursday, with his family, for an extended trip to Florida.

George Diaz, prominently known in the trade as the popular representative of Bustillo Bros. & Diaz, has been doing business among the distributors during the week.

Oscar Banghart, of Heymann Bros. & Lowenstein, was among the trade several days recently.

Leopold Powell & Co., of New York, have opened an office at No. 36 Dearborn street. Gus Reddick will be their local representative.

A number of other well-known traveling representatives of prominent firms have come and gone during the week, among whom were noticed: A. T. Kinney, of A. Kuhles & Stock Co., St. Paul; G. J. Johnson, of G. J. Johnson Cigar Co., Grand Rapids, and C. R. Martin, of Oregon, Wis., a prominent cigar dealer of that place; also Howard Kinney and Charles Waxelbaum, representing prominent New York leaf houses.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

AMERICAN
Leaf Tobacco Co.
INCORPORATED.
Successors to S. L. Johns,
Packers of
and
Wholesale Dealers in
LEAF
TOBACCO
Main Office,
McSherrystown, Pa.
Branch Office,
Reading, Pa.

Choice of the Market 10¢

5¢
Manufactured by
JOHN J. ESHELMAN
READING, PA.

A. K. MANN,
Grower and Packer
—OF—
LEAF
TOBACCO
Millersville, Pa.
Located on Line of Millersville Trolley.

F. M. HUNT. A. G. MARTIN.
HUNT & MARTIN
Manufacturers of
High-Grade Stogies
BETHESDA, OHIO.
Recommended for their Exquisite Aroma and Excellent Workmanship.
All Goods Strictly First-Class.
Correspondence, with the Wholesale and Jobbing Trade Only, Solicited.

CIGAR BOXES, SHIPPING CASES, LABELS, EDGINGS, RIBBONS, and CIGAR MANUFACTURERS' SUPPLIES.
GEO. M. WECHTER,
Manufacturer of
CIGAR BOXES
South Ninth Street,
Established 1883. Akron, Pa. Telephone Connection.

J. Fred Holtzinger. W. H. Seitz.
HOLTZINGER & SEITZ,
Manufacturers of High Grade CIGARS
and
All Grades of Pennsylvania Cigars
Controlling Independent Factories.
Red Lion, Pa.
Our Leaders in Five Cent Cigars:
DON SEGNO REGAL DUKE GOV. WRIGHT
DISTRIBUTORS WANTED EVERYWHERE

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

W. B. HOSTETTER & CO.
Wholesalers and Retailers of
LEAF TOBACCO
Shade-Grown SUMATRA, in Bales
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180. Bell, No. 1878. 12 S. George St., YORK, PA.

A. SONNEMAN & SONS,
Packers and Dealers in **Leaf Tobacco**
Large Line of 1900, 1901 and 1902 B's.
No. 105 S. George St., *YORK, PA.*

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Brilliant as Diamonds,
Fragrant as Roses,
Good as Government Bonds,
Are the **CIGARS** of the following Registered Brands:
"Brilliant Star" Clear Havana, . . 10c.
"S. B." Half Havana, ... 5c.
"S. B." Little Havanas, ... 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made, 2 for 5c.
Special Brands Made to Order.

Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here. We Will Save You Money.

SALE OF BRANDS CONFIRMED.

On application of Edwin B. Williamson, counsel for Wm. H. Butler, former president of the Universal and Commonwealth Tobacco Companies, an order was granted in Chancery, in Rochester, N. Y., confirming the sale of the cigarette and tobacco brands owned by the last named corporation. There were nine brands disposed of and they were purchased by Daniel T. McNamara for $2,035.

F. Y. STAMBAUGH LOSES LABEL.

The Cigarmakers' Union has withdrawn its label from the cigar factory of F. Y. Stambaugh, at Hanover, Pa., for alleged violation of the rules of the union. This renders the factory idle until a settlement of the case.

Leaf Tobacco Markets.

CONNECTICUT VALLEY

Never has there been a time in my remembrance when the tobacco crop was bought up so closely as at present. In this neighborhood there are but three or four lots left. In fact there are but few lots in town, not 25 per cent, and that 25 per cent does not represent at most over 10 per cent of the whole crop; for the largest lots were the first to be bought. Most of the lots lett are those that range, from 2 and 5 acres. Once in a while one of 10 acres is to be found. This last week I heard of no less than 17 men around looking for tobacco, and when so many are looking a large amount is usually bought up. But in this instance the lots to be sold were few and far between, so that the real business done was not large.

The assorting shops were so full that it is difficult to make them take in their buyings. Some lots have been weighed off and left in the buildings of the sellers. I have heard of two or three where the tobacco has been weighed and a new insurance placed upon it in the growers' buildings. It has been no uncommon sight to see from 5 to 12 large loads, with at least 100 bundles to a load, pass in one day, and this has been going on for quite a number of days. The tobacco was being drawn to the local warehouses of Hatfield, Whately, Hadley and Sunderland.

Our correspondents write:

Bradstreet, Mass.: "F. F. Cooley recently sold his tobacco to Myers & Mendlesohn at 16c in bundle, about four acres. Harry Marsh has placed a contract with A. L. Strong of Hatfield for a tobacco barn to be 75x30 feet."

Feeding Hills, Mass.: "The sales of tobacco were lively all of last week. But few lots remain in growers' hands, and these mostly from difference in the price asked and offered. Most of that sold is to be delivered within the next two weeks. The prices ranged from 11 to 16c in the bundle. Some of it is to go to New York, but most it to Enfield, Ct."

East Whately, Mass.: "Quinn Brothers have sold 10 acres to a New York party for 13c in bundle. W. T. Smith sold 10 acres of tobacco to Keefe of Westfield, Mass., at 13½c in bundle."

North Hatfield, Mass.: "E. C. Dickinson has sold his crop of 12 tons of tobacco to Fairchild of Sunderland, Mass., for 20c in bundle on private terms. C. B. Dickinson commenced assorting his crop of about ten tons, Jan. 23."

Conway, Mass.: "Not much tobacco is moving here now. What was bought four weeks ago has not been delivered yet. One small lot that was bought Friday was delivered Saturday for 14c in bundle. In Hatfield one of the Boyles sold 36 cases from his lot."—American Cultivator.

EDGERTON, WIS.

Between the movements of old and new leaf the local tobacco markets are assuming a good deal of activity and the packing points present a liveliness resembling old times. Riding is being resumed in many of the growing districts, though the inquiry is directed towards the old stock more than new leaf and the deliveries show about an equal division between the two. The new crop is being bought but sparingly and at prices shaded from early sales.

McIntosh Bros. purchased a 73cs lot of '03 of Holverson & Bitters, as well as about 150cs of old from growers during the week.

The deliveries continue to be ample to keep the warehouses in operation, running full force and the packing is going forward satisfactorily.

Shipments were 500cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 24 hhds.; offerings on the breaks, 8 hhds.; sales, 9 hhds.

The excessively cold weather, (the mercury falling the morning of the 25th to 4° below zero) restricted business, and holders also look for higher prices and are not disposed to offer freely.

There is nothing doing in the loose tobacco market. The "Planters' Association" continues to add to its holdings by crops being signed to it, and have contracted with many factories to prize the crop, which may not come upon the market for months to come.

For Old Tobacco, we quote:

Low Lugs	$3.50 to $3.75
Common Lugs	3.75 to 4.00
Medium Lugs	4.00 to 4.25
Good Lugs	4.25 to 4.75
Low Leaf	4.75 to 5.50
Common Leaf	5.75 to 6.75
Medium Leaf	7.00 to 8.00

PATENTS RELATING to TOBACCO, Etc.

44,029 Cigars, cheroots and stogies, Wisconsin Cigar Co., Madison, Wis. The word-symbol "Permit." Used since Dec. 6, 1904.

M. KALISCH & CO.
Manufacturers of
A Large Line of
HIGH GRADE and MEDIUM
CIGARS
Red Lion, Pa.
Correspondence with Wholesalers invited.
Free Samples to Responsible Houses.

WILLIAM J. NOLL
Successor to J. Neff
MANUFACTURER OF
High Grade Cigars
ROBESONIA, PA.

Our Leaders: { HONEST CHARLEY / ELLISTON } Cigars---5c., 3 Sizes
L. R. BROWN,
WHOLESALE
Cigar Manufacturer,
Brownstown, Pa.
CHARLES D. BROWN, Salesman.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"Stage Favorite," a 5-cent Leader, known for Superiority of Quality

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

P. G. SHAW
Manufacturer of
Fine and Medium
CIGARS
Dallastown, Pa.

Special Brands: { GEO. F. NASH / JOHN SELDEN / GOV. THOS. HUTCHINSON / BEN DE BAR }
A SPECIALTY of Private Brands for Wholesale & Jobbing Trade
Correspondence solicited.
Samples on application.

S. N. MUMMA
Packer of
Leaf Tobacco
Penna. Seed B's a Specialty
Warehouse at Railroad Crossing
LANDISVILLE, PA.

C. A. KILDOW. W. T. BOLON.
T. M. KILDOW CIGAR CO.
Wholesale
Cigar Manufacturers
Bethesda, Ohio.
Our Leader: HALF SPANISH, 3 for 5c.
Specialty: Cigar Shaped Stogies.

R. E. Jacoby
Rothsville, Pa.
Wholesale Manufacturer of Strictly Uniform Quality of
HIGH GRADE
Seed & Havana CIGARS

Correspondence with Wholesale and Jobbing Trade Invited.

IF YOU WANT A LEADER
IN UNION-MADE CIGARS
WRITE TO
C. RUPPIN---LANCASTER, PA.
ABOUT THE
"BENJAMIN CONSTANT" 10c. and "THE CRAFTSMAN" 5c.
THEY WILL ANSWER YOUR REQUIREMENTS.

W. E. KRAFT
MANUFACTURER
Havana and Seed Cigars
East Prospect, Pa.
OUR SPECIALTY is the
"THREE BEAUTIES"
put up in 80th packages only, and a ready seller everywhere.

T. L. ADAIR, Established 1895.
WHOLESALE MANUFACTURER OF
Our Leader:
WEALTH PRODUCER. Fine Cigars
RED LION, PA. Special Lines for the Jobbing Trade. Telephone Connection.

USED TWENTY YEARS WITHOUT A FAULT.
Havana Flavor
Purely Vegetable. $12 per Gallon.
DO NOT EXPERIMENT WITH OTHERS.
Cincinnati Fruit Refining Co., Cincinnati, O.

C. M. CLIME & BRO.
TERRE HILL, PA.
We Sell to Jobbing Trade only
OLD HICKORY
VIRGINIA DARE 5¢ WAXHAW
JACKSON THE GREAT
10¢

THE LEAF TOBACCO BUSINESS FIFTY YEARS AGO.

When one looks back on the great changes that have taken place in the leaf tobacco trade during the past fifty years, it is no wonder that the present generation looks on it as a great development. But the writer recalls that there is not one concern existing today which was conspicuous in the 50s, especially in New York City.

There may be a few of the older members of the trade alive yet who can recall the days of P. D. Collins & Son, William Agnen & Son, R H. Arkenburg, Ridder & Crawford, Hoffman & Schubarth, Fatman & Co. and a few smaller houses, who did the business of the entire country. The crops of Kentucky and a few Western States were distributed to the manufacturers in the East, such as John Anderson & Co., P. Lorillard, Christian Lillienthal, Thomas Hoyt & Co., John Cornish (succeeded by David McAlpin), through the so-called jobbers, as were also the crops of seed leaf, grown and packed in Connecticut, Massachusetts, New York State, Ohio, Pennsylvania and Wisconsin.

Let me remark here, that up to about 1863 there were few if any concerns who packed any tobacco direct from the grower, as most of the different crops in the States mentioned were handled and packed by a few large local buyers, whose goods were known in the market by their brands. This was more especially so in the case of the then considered finer grades of wrappers, grown and packed in Connecticut and Massachusetts by such men as I. W. Porter, Oswin Welles & Co., Henry P. Kent and other smaller firms, who, when ready to sell about August or September, came to New York with the grading of their packing, and without sampling would find ready buyers for their goods at about 15c, 18c to 20c through.

In those days the buyer knew from experience, learned from his manufacturing customer, about what he might expect for his money.

No one ever thought of sampling his goods before the cold weather, when the tobacco would be thoroughly sweated and in condition to go into the cigar. In those days a manufacturer would consider himself fortunate to get, say, fifteen to twenty thousand cigars from a case of best wrappers, weighing 400 pounds net. They packed tobacco heavy, especially in Connecticut, as the demand was for very dark colors, and at that time resweating was not known. Hence they resorted to hard pressure, which would of necessity produce more or less tender tobacco. This accounted for the few, in comparison to the requirements of the manufacturer of today, cigars produced per case.

However, most of the old people of the day of which I write, with a very few exceptions, left their families in very comfortable circumstances from the fruits of their labors.

It is not to be supposed that they made all their cigars from seed leaf. Quite the contrary. We had in those days several kinds of Spanish tobacco, Havana, Yara, Cuba, Cienfuegos, wnich, with the nominal duty of about two to three cents per pound, were sold as follows: Havana, 20c to 30c (with wrappers in the vegas); Yara, one cut, at 12c to 15c; two cut, at 20c to 25c; Cuba, at 10c to 15c; Cienfuegos, 15c to 18c, all duty paid.

These goods were shipped here on sailing vessels carrying sugar to such firms as Moses Taylor & Co. and Peter V. King & Co. On arrival they were placed in the hands of the two leading brokers, L. Rader and Jacob S. Gans, who sampled the goods on the dock and offered them to the jobbers, who on buying same took the goods directly to their stores.

On many occasions the goods would be resold at a fair profit before removal—in fact, resold two or three times before distributed to the manufacturers.

In the days of which I write there were all kinds of cigar factories working from five to one hundred hands, but a great many more "fives" than "hundreds." I can hardly recall more than two or three shops which worked over fifty men, and they were considered very large concerns.

The men received $4 to $5 for seed work and $7 to $8 for Spanish filler. A very few clear Havanas were made, for the reason, I presume, that one could buy a really good imported cigar for 3c retail.

I will not go into our manufacturers' troubles at this time, but you may rest assured that they had their grievances in the 50s, with the exception that they were generally free from strikes. Also, when the boys (cigarmakers) became tired of one location they took up their boards and walked out, while others would walk in. Up to the time of the war of 1861 the trade grew prosperous. Of course, that misunderstanding produced great changes, some of which I will relate in my next. OLD TIMER.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

CIGAR MOLDS
VERTICAL TOP
OUR MOLDS are the Best GRADE, and Our Prices THE LOWEST.
We will Duplicate Any Shape you are now using, regardless of who made your Molds, or Furnish Any New Shape.
Sample Sections submitted for your approval Free of Cost.
SOLID OR DURABLE
THE AMERICAN CIGAR MOLD CO.
121-123 WEST FRONT ST., CINCINNATI, O.

Williams Suction Rolling Tables
Accepted by the Manufacturers as being the STANDARD Cigar Rolling Table, after an experience of 18 years.
The John R. Williams Co.
What Can Be Done by learners and experts on this Table can be seen at the School for Learners of the New York Cigar Manufacturers' Supply Co., 403 to 409 East Seventieth Street, New York.
PRINCIPAL OFFICE,
120-128 Pacific Street,
NEWARK, N. J.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Special Designs
H. S. SOUDER
Engraving Embossing
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

INLAND CITY CIGAR BOX CO
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address. "Boales," U. S. A.
Van Arnold's No 5 Tobacco Cipher.
Hopkinsville, Ky.

EMBOSSED CIGAR BANDS
Are All the Rage.
We have them in large variety. Send for Samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

JOSEPH REED

Ten Cent Cigar

Established 1878. Factory 1503, 9th Dist., Pa.

J. B. BUDDING, Sr.
York, Pa.
Manufacturer of
Fine Cigars Exclusively
JOSEPH REED—10c.
Made in Four Sizes. Go to the Trade at $60 per 1000.
PATRICK HENRY—5c.
Made in Six Sizes. Go to the Trade at $35 per 1000.
Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

PATRICK HENRY

Five Cent Cigar

SOMETHING NEW AND GOOD
WAGNER'S
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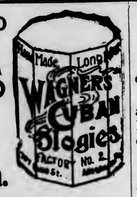

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Union Cigar Factory
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C. A. Rost & Co.
Wholesale Dealers in
All Grades of
Leaf Tobacco
A Specialty of
Light Connecticut
Wrappers and Seconds
Choice Assortment of
Seed Leaf Fillers & Binders
WISCONSIN & OHIO
Florida and Imported
Sumatra and Havana
Red Lion, Pa.

M. H. Clark & Bro. Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Business Changes, Fires, Etc.

Indiana

Huntingdon—Chas H Lewis, cigars, etc; suit to foreclose chattel mtge

Indianapolis—S D Pierson, wholesale and retail cigars and tobacco; inc as Pierson Cigar Co——Sorhage & Craig, cigar manufacturers; chattel mtge, $500

Kentucky

Louisville—Truman & Co, leaf tobacco, damaged by fire; insured, $2,000

Maine

Lewiston—Jos Bergeron, cigars, tobacco, etc; chattel mtge, $200——Chas Labranche, cigars, etc; chtl mtge, $800

Massachusetts

Boston—Justus & Gould, wholesale and retail cigars; advertise dissolution—Oreste Groppi, cigars and tobacco; chtl mtge, $400

Holyoke—Holton & Ingraham, cigars; chattel mtge, $1,000

Michigan

Detroit—R J Cooney, cigars and tobacco; chattel mtge, $100——W E Klinnick & Co, cigars, tobacco, etc; sold out

Minnesota

Minneapolis—Manley & Hume Co, cigar manufacturers; changed name to Hume Bros Cigar Mfg Co

Missouri

St Louis—Chas P Stanley Cigar Co, filed articles of incorporation; capital stock, $100,000

New York

Lyons—E F Linsin, tobacco and cigars; assigned

New York City—Crown Tobacco Co, (not inc); compromised——Goldsmith & Glenn, wholesale and retail cigars; sold out——H H Heert & Co., cigar manufacturers, dissolved; H H Heert continues under same style——A L & A G Kaufman, cigar manufacturers, dissolved; business continued by A G Kaufman & Co

Troy—R T Black, cigars; petition in bankruptcy

Ohio

Bowling Green—C E Miller, cigars, etc; real estate mtge, $100

Cleveland—W J Baker, cigars, etc; chattel mtge, $334

Newark—Fred G Speer, cigars, etc; canceled R E mtge, $466

West Alexandria—F E Vance, cigars, etc; succeeded by Vance & Halderman

Pennsylvania

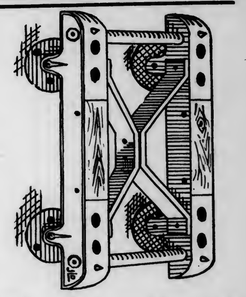
Ephrata—J D Kline, cigar manufacturer; judgment, $1,500

Kutztown—Solon Wanner, cigars and tobacco; succeeded by Angstadt & Smith

Rochester—W F Workman, wholesale and retail cigars and tobacco, satisfied R E mtge, $15,000; gave R E mtge, $10,000

Washington

Barrington—R Brenchley, cigars, etc; R E mtge, $6,658



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Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
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Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
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Afford perfect PROTECTION against MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE advertising medium known.
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92 Reade Street, NEW YORK.
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Specially Cleaned and Carefully Graded.
We make them for 6, 7½, 9, 10 and 12 cents per pound. Ready for use in Cigar and Tobacco Factories.
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Tobacco Co.
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E. RENNINGER,
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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Established 1878. Factory 1503, 9th Dist., Pa.

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Manufacturer of

Fine Cigars Exclusively

JOSEPH REED—10c.

Made in Four Sizes. Go to the Trade at $60 per 1000.

PATRICK HENRY—5c.

Made in Six Sizes. Go to the Trade at $35 per 1000.

Dealers Catering to Fine Trade Should Place a Sample Order.
All Goods Sold Under Strict Guarantee.
Our Interest in Maintaining the Standard of Our Product is a Guarantee of Quality and Workmanship.

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Five Cent Cigar

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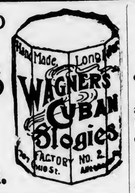

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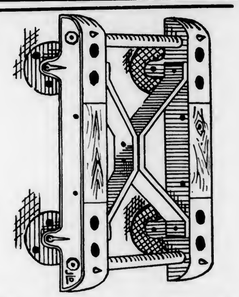

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E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

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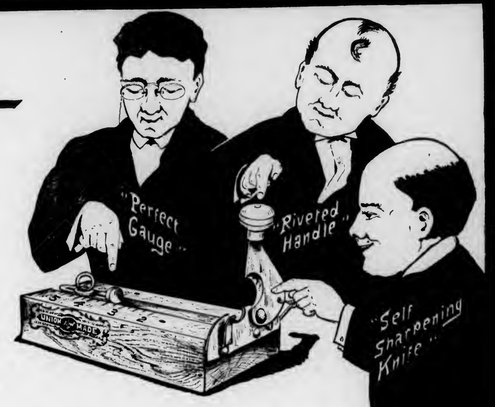


¶ We're ready to talk BIG and FAST about NATIONAL CIGAR TOOLS—if you're in a PROVING mood.

¶ We'll send you anything that we make "on suspicion"—if it isn't better than YOUR kind—back to the glimmering rails.

¶ You can't find a better Cutter than the NATIONAL, because it never gets dull of edge, weak in the spring, and loose in the handle.

¶ You can buy Cigar Boards almost anywhere, but not as good as the NATIONAL. Hard as steel, rigid as rock, smooth as glass, and STAYS that way.

¶ There are all kinds of Knives and Blades—the good and the fairly good, the bad and awful bad—but you don't take chances when you order NATIONAL.

¶ The most astonishing part is the PRICE and our open-faced method of marketing.

¶ You can afford to find out about this if you have any interest in producing good cigars.

¶ The way to be SURE is to return this coupon and get our Special Proposition.

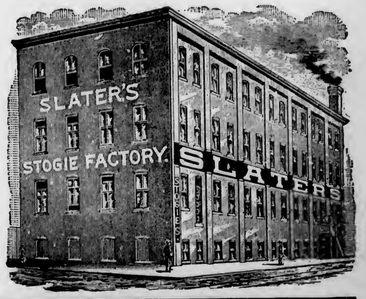
CUT THIS OFF AND MAIL IT.
NATIONAL SELLING CO., ALLENTOWN, PA.
Give me personal particulars and send your complete catalogue.
NAME.....
ADDRESS.....
State what tobacco you are a dealer, cigar mfr., or user.

NATIONAL SELLING CO.
ALLENTOWN, PA.

Maybe not today or tomorrow, but some day soon

You'll need them quick!
Note the address—
S. Omicron & Co.
430 Walnut St.
Philadelphia
Bell Phone

JOHN SLATER & CO.
Manufacturers of Hand-Made
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
AND
No. 21 North Main Street, Washington, Pa.



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PHILADELPHIA and NEW YORK, FEBRUARY 8, 1905.

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Importations 4,000 Bales Annually

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Jobbing and Wholesale Trade solicited.

(LORD LANCASTER, 10c.)

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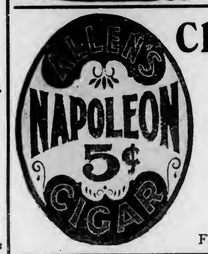
Manufacturers,
615 Market St., Philada.
(NICKLBY, 5c.)



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FINE CIGARS
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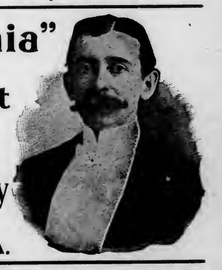
"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors



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W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

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PENT BROTHERS PHILADELPHIA

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

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READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K·
WYOMISSING 10¢

F.H. POWELL'S LA FLOR DE Oxus CIGARS CELEBRATED 5¢ PHILADELPHIA CAMDEN

THE TOBACCO WORLD

CUBA IS VERY PROSPEROUS.

Des Moines Tobacco Man Tells Why Island Has Splendid Prospects.

Des Moines, Ia., Feb. 3.

W. C. Schultz, vice-president of the F. R. Rice Mercantile Cigar Co., who has just returned from a several weeks trip to Cuba, where he was buying Havana for his house, says that he believes the Island has much brighter prospects than ever before, as all the industries are in a very flourishing condtion.

Mr. Schultz has been a periodical visitor to Havana for fifteen years, and declares that he never before received such a favorable impression.. He said:

"The city of Havana is undoubtedly now one of the cleanest cities in the world, and we have very few cities in this country that will compare with it in that respect. The beautiful small parks and squares are finely kept and greatly improved. Havana can also boast of one of the finest driving places of any city, which is being built along the seashore by the government. He also found through the country that the roads are fine and well kept, and can easily compare in keeping and cleanliness with many of the best streets in our cities. Everybody seems to be happy and contented, and they show this in their faces. The country is peaceful and their crops are large and abundant and the prices good. The sugar crop is especially large and will amount to about 1,300,000 tons. The price is about 15 per cent higher than it was three years ago.

"The tobacco crop was not as large as formerly, owing to the increased planting of sugar, and for that reason the prices on fine grades of Havana are very high. There is a great deal of shade grown tobacco, but there are very few in Cuba who seem to like it. It generally has a peculiar and bitter taste, entirely foreign to the famous and renowned aromatic tobacco. Cubans claim that tobacco cannot be grown under cover and retain its fine qualities and aromatic smoke when treated like the famous American Beauty roses are raised in the United States.

"Some of the largest manufacturing concerns on the island are working nothing but shade grown tobacco for the fancy sizes. From a financial point of view they cannot be blamed for doing so, as the wrapper for a fancy size on 1,000 cigars of the open-air grown tobacco cost about $40, while the cost of the shade-grown tobacco will only be $7 to $8 per 1,000. The consumers are the losers by this, as they do not get the genuine fine aroma of Havana tobacco of older times. Money is very plentiful on account of the large crops they are having, and, of course, that is creating a good deal of happiness on the island."

—The Robards Tobacco Co., of Henderson, Ky., will probably remove to Mayfield, in a short time, the president of the company, Ed. T. Robards, having been offered one of the best plants in the State by parties in the latter city.

SECRETARY TAFT'S LETTER TO CHAIRMAN PAYNE.

The Former Philippine Governor Urges the Ways and Means Committee to Report Favorably on the Curtis Bill and Not Countenance a 50 Per Cent Compromise.

Washington, D. C., Feb. 2.

Following is the text of the letter which Secretary of War Taft has sent to Chairman Payne, of the House Committee on Ways and Means, summarizing the reasons why he believes that the Curtis bill should be enacted. The Secretary says:

"Whatever ultimately will be done with the Philippine Islands, they are necessarily for the next generation to be a part of the United States, and the people of the United States are trustees in holding the Philippine Islands for the benefit of the people of those islands, and are under a sacred obligation to treat the people of the islands as their wards.

"Under the Spanish regime the Spanish Government maintained a monopoly in the manufacture and sale of tobacco, and took all of its supply from Cuba and the Philippine Islands. Since that time, as I am informed, the Spanish Government has purchased its tobacco where it could get it cheapest, and the Philippine markets have not necessarily been given the benefit of the Spanish patronage. The change of sovereignty, therefore, has taken away from the tobacco growers and manufacturers of the Philippine Islands, and the sugar growers of those islands, the monopoly of the valuable market of Spain. The United States is under an obligation to make this deficiency good. In addition to this there has been imposed a heavier tax on tobacco and sugar in Japan and Australia, which has much reduced the opportunities for profitable sale of both products.

"The Congress of the United States has enacted a law by which after the first of July, 1906, all merchandise from the Philippine Islands carried to the United States directly or indirectly must come in American bottoms. Unless Congress by its law shall make the markets in the United States peculiarly profitable, and shall take down all tariff obstruction to the passage of merchandise from the Philippines to the United States, this law is a most unjust law. It cannot be assumed that Congress in treating the Philippine Islands for purposes of the patronage of American ships as part of the United States, and thus imposing a burden on the commerce of the Philippine Islands, will now deny the corresponding and necessary benefit of free commercial relations.

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C. A. ROST & CO., All Grades of Leaf Tobacco, RED LION, PA.
—THE TOBACCO WORLD—

SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS BOSTON

EISENLOHR'S Cinco Philadelphia CIGARS

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

Vesper Cigar — As Clean as the Food You Eat

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers,
615 Market St., Philada.
(NICKELBY, 5c.)

HARTMAN & KOHN,
Makers of the FAMOUS BLUE FRONT H&K 5c. Cigar
1552 and 1554 THIRD AVENUE, NEW YORK.
Jobbing and Wholesale Trade solicited.

NAPOLEON 5¢ CIGAR
Channing Allen & Co.
Manufacturers of
FINE CIGARS
419 Locust St.
Philadelphia.
Factory No. 909. Bell Telephone 4836-A.

PENT'S TAHOMA 5¢ CIGARS PENT BROTHERS PHILADELPHIA

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.

E·E·KAHLER
READING, PA.
MANUFACTURER
CHARLOTTE CUSHMAN
PALACE SMOKER
MONKEY BRAND
WHITE CHIEF
NATIONAL BIRD
KING LOUIS
5¢
E·E·K· WYOMISSING 10¢

CHALLENGES COMPARISON
White Knight
FIVE-CENT CIGAR
MADE BY
Morris D. Neumann & Co.
PHILADELPHIA, PA.

F.H. POWELL'S LA FLOR DE Oxus CELEBRATED 5¢ CIGARS PHILADELPHIA CAMDEN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

CUBA IS VERY PROSPEROUS.

Des Moines Tobacco Man Tells Why Island Has Splendid Prospects.

Des Moines, Ia., Feb. 3.

W. C. Schultz, vice-president of the F. R. Rice Mercantile Cigar Co., who has just returned from a several weeks trip to Cuba, where he was buying Havana for his house, says that he believes the Island has much brighter prospects than ever before, as all the industries are in a very flourishing condtion.

Mr. Schultz has been a periodical visitor to Havana for fifteen years, and declares that he never before received such a favorable impression.. He said:

"The city of Havana is undoubtedly now one of the cleanest cities in the world, and we have very few cities in this country that will compare with it in that respect. The beautiful small parks and squares are finely kept and greatly improved. Havana can also boast of one of the finest driving places of any city, which is being built along the seashore by the government. He also found through the country that the roads are fine and well kept, and can easily compare in keeping and cleanliness with many of the best streets in our cities. Everybody seems to be happy and contented, and they show this in their faces. The country is peaceful and their crops are large and abundant and the prices good. The sugar crop is especially large and will amount to about 1,300,000 tons. The price is about 15 per cent higher than it was three years ago.

"The tobacco crop was not as large as formerly, owing to the increased planting of sugar, and for that reason the prices on fine grades of Havana are very high. There is a great deal of shade grown tobacco, but there are very few in Cuba who seem to like it. It generally has a peculiar and bitter taste, entirely foreign to the famous and renowned aromatic tobacco. Cubans claim that tobacco cannot be grown under cover and retain its fine qualities and aromatic smoke when treated like the famous American Beauty roses are raised in the United States.

"Some of the largest manufacturing concerns on the island are working nothing but shade grown tobacco for the fancy sizes. From a financial point of view they cannot be blamed for doing so, as the wrapper for a fancy size on 1,000 cigars of the open-air grown tobacco cost about $40, while the cost of the shade-grown tobacco will only be $7 to $8 per 1,000. The consumers are the losers by this, as they do not get the genuine fine aroma of Havana tobacco of older times. Money is very plentiful on account of the large crops they are having, and, of course, that is creating a good deal of happiness on the island."

—The Robards Tobacco Co., of Henderson, Ky., will probably remove to Mayfield, in a short time, the president of the company, Ed. T. Robards, having been offered one of the best plants in the State by parties in the latter city.

SECRETARY TAFT'S LETTER TO CHAIRMAN PAYNE.

The Former Philippine Governor Urges the Ways and Means Committee to Report Favorably on the Curtis Bill and Not Countenance a 50 Per Cent Compromise.

Washington, D. C., Feb. 2.

Following is the text of the letter which Secretary of War Taft has sent to Chairman Payne, of the House Committee on Ways and Means, summarizing the reasons why he believes that the Curtis bill should be enacted. The Secretary says:

"Whatever ultimately will be done with the Philippine Islands, they are necessarily for the next generation to be a part of the United States, and the people of the United States are trustees in holding the Philippine Islands for the benefit of the people of those islands, and are under a sacred obligation to treat the people of the islands as their wards.

"Under the Spanish regime the Spanish Government maintained a monopoly in the manufacture and sale of tobacco, and took all of its supply from Cuba and the Philippine Islands. Since that time, as I am informed, the Spanish Government has purchased its tobacco where it could get it cheapest, and the Philippine markets have not necessarily been given the benefit of the Spanish patronage. The change of sovereignty, therefore, has taken away from the tobacco growers and manufacturers of the Philippine Islands, and the sugar growers of those islands, the monopoly of the valuable market of Spain. The United States is under an obligation to make this deficiency good. In addition to this there has been imposed a heavier tax on tobacco and sugar in Japan and Australia, which has much reduced the opportunities for profitable sale of both products.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1805
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St. Phila.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
301 & 303 NORTH 3D ST.
PHILADELPHIA

BENJ. LABE JACOB LABE SIDNEY L.
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH & BRO.
IMPORTED HABANA AND SUMATRA
LEAF TOBACCO
ELEVENTH ST.
PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
21ST N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE TASTE TELLS QUATILITY 5¢ CIGAR Yes! it is Different
THEOBALD & OPPENHEIMER CO. MAKERS! PHILA. THE UNITED NEWS CO. PHILA. Genl. Distrib's.

The Old Salesman's Musings.

THREE SCORE AND TEN MORE THAN MOST MEN NEED.

Let me inform you, boys, that the way things go now-a-days, the customary three score and ten are about all the years that an ordinary man needs to have coming to him in this world. Unless your stock in trade is exceptional, you're an unburied corpse long before you've checked up on that span.

The young man is the cheese today, and he stays the cheese just precisely as long as he stays young. A man can plug along soaking up just as much experience and ability as he can crowd into the passing time, and when he gets by the fifty line, a whole lot of employers are likely to begin to look askance at him.

You can be as old as you like, if you're an employer and able to continue one, but if you're just a plain hired man, who have made a present of your lifetime for enough of the emerald paper to keep the family dinner bell in its job, you'll lose an inch of your position for every wrinkle. Perhaps the argument is that the man who is worth anything ought to be an employer by the time he is fifty. It isn't every employer, however, that make the biggest piece of money in his establishment.

This is not passed out as a new subject. "The Old Man, and How he Got it Where Tecumseh Wore the Elk's Teeth," is one of the heart dramas that we have ever with us. I just happened to witness a couple of instances within a week, though, that brought it forcibly to my mind.

I was in an office on Chestnut street, Philadelphia, one day, talking to a friend when the door opened and a rather imposing looking old man entered. I recognized him as having been a cigar manufacturer some fifteen or twenty years ago, and at one time he was considered in prosperous circumstances. I hadn't seen the man for years. He didn't know me, and stood bowing.

"Is Mr. Brown in?" he asked.

"I am Mr. Brown," answered my friend.

The old man hesitated, and fumbled with a green lawyer's bag which he carried in one hand.

"I see you use both telephones, Mr. Brown," he said. "I have here a device for registering the number of calls made." He stopped and gazed dreamily at us for a minute. "It registers every call made," he repeated, "so that there is likely to be no dispute, where the service is limited." The old man held up his little contrivance and fell into a deep reverie.

"No," said my friend, rather sharply I thought, "I'm not interested. You were talking to me yesterday about it, you know."

The agent thought on for awhile and then gave a little start.

"Oh!" he exclaimed. "Was I? To be sure I was." He hesitated again and said slowly: "It's a very good thing. It registers every call that is made."

Brown turned to me to continue the conversation; the old gentleman gazed at us sadly for a moment and shuffled out.

"Energetic old party," said Brown. "He dropped in here yesterday and dreamed around awhile until I led him out."

"It's a shame!' said I. "I used to know him when he was a good business man with a nice home and a happy family. I wonder how he came to such a pass as this?"

The door opened, and curiously enough, in came another old gentleman. He had a beautiful, white beard and a magnificent head. He was dressed in a decent, but threadbare black frock suit and wore old fashioned arctics. The loving, anxious care of his faithful, old wife stuck out all over him. He, also, bowed and favored us with a smile whose genuine sweetness had outlived a great many hard knocks.

"Gentlemen," he began in a rich, cultivated voice, "I am introducing a new publication in which every man is naturally interested. It is a history of the Asian peoples, dealing especially with the Russ and the Japanese, who are now at each other's throats in a world unprecedented struggle. This work, complete in—"

"Excuse me," said Brown very decidedly, "most unnaturally, I am not interested, and I am obliged to tell you that my time is limited."

(Concluded on page 31.)

CAMPANELLA HAVANA CIGAR
Sulzberger-Oppenheimer Co.
(Limited)
Cigar Manufacturers
Broad & Noble Sts.
Philadelphia

STANDARD OF ALL HAVANA CIGARS.
CLEAR HAVANA
Marcello
Most Popular All Havana Cigar Made
KEY WEST CIGARS
DUNCAN & MOORHEAD, Inc., Makers, PHILADELPHIA, PA.

JOSEPH HOLLARD & SONS,
Makers of
Hollard's Premiers,
Franklin Club,
Luxury,
and NUMEROUS PRIVATE BRANDS.
Seal Cigar Factory,
2203 South Street, Philadelphia
Hollard's

F. V. ESHLEMAN,
1600 Arch Street, Philadelphia,
MAKER OF
Archon
HAVANA CIGARS
A Cigar of Real Quality, made in various sizes, ranging from $35 to $300 per thousand.

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THERE is no system of advertising that pays best for the comparatively small amount of money expended than the proper care of the show window.

No method of advertising is more effective, and easier and cheaper to control, than that of window displays.

The first thing necessary in a good window display is scrupulous cleanliness. The next point is to secure a proper background for the display of your goods. This can be easily and cheaply done by putting up a curtain of a material that can be kept clean and renewed, preferably of some dark color. This curtain may be stretched on a wire from one side of the window to another, if necessary.

The drapery or curtain should be simple, as it is not the desire of the dealer to call attention to the drapery, but to the goods displayed.

The one great cardinal principle in window displays is simplicity. Windows are usually piled up with goods, which confuse the mind of the public, without attracting its attention to any particular thing in the window. It is a noticeable fact that, with crowded windows, the public leaves the display with no definite knowledge of anything beyond a confused mass of goods.

For the night display the lights in the window should be above the shade and out of the observer's sight. A strong reflector should be used to throw the light directly on the article in the window; but no light should be placed in the window so that it can be seen by the public, as it is an irritation to the eye, and distracts the attention from the goods displayed.

The subject of window displays is too large a one for us to dwell upon at length. If the principles of cleanliness and simplicity, both in the draping of the window and in the display of goods, are carried out, any storekeeper can secure a window that will attract attention, whether he is able to employ more elaborate devices, such as automatic or moving displays, or not.

Some one in the store should be detailed to attend to the windows, so that the proprietor may hold him responsible for their proper care.

• • •

NO MORE POISON IN CIGARS.

THERE is said to have been discovered a method by which cigars may be deprived of all poisonous qualities before being smoked, and it is said that as a result, Doctor Gautier, a prominent French physician, smoked thirty large, black cigars in twelve hours without any bad effects. The only trouble with the scheme is that owing to the perversity of human nature, men will probably scorn the cigar rendered harmless by such a method, just as the drinker won't touch drinks that taste and smell just like the real thing but contain no alcohol.

The new scheme provides for the cigars being sterilized, and the process by which the nicotine is neutralized is a French discovery and it is hoped that in time smokers will use only poisonless tobacco.

It is not rash to say that tobacco is the more attractive to the majority because it is a poison. It is a peculiarity of this plant that it coaxes its users into the belief that they always avoid excess and can at will abandon its use. To make smoking harmless would rob it of a chief element of popularity. It was not until persons in authority censured Sir Walter Raleigh for smoking and declared it to be a menace of health that the use of tobacco spread like a prairie fire.

Wireless telegraph, horseless carriages, featherless chickens, boneless shad, and the like, may do, but a poisonless tobacco could not serve its purpose any better han could a toothless watchdog.

• • •

CIGARETTES AND DOPE.

IT IS a cherished idea with many consumers that some tobacco and the majority of cigarettes, particularly the cheap ones, are doped. Just why the manufacturer should do this is not quite clear unless it would be with the idea of making the cigarette more seductive, so that the habit would be constantly growing. The cost and trouble, however, would make it an unprofitable operation.

A. H. Price, a wholesale tobacco salesman, well known in the middle west takes no stock in the stories that drugs or opiates are used, and tells why he doesn't believe them. He says:

"I have been in the business for years, and thought that I was pretty well posted. If there is any opium used in the preparation of tobacco, I do not know it.

"You often hear these stories, but I don't believe that there is a word of truth in it.

"It's all according to taste. If you become accustomed to a certain brand of tobacco you will prefer it to a higher priced brand which you have never smoked before. I have seen that demonstrated so many times that I know it is true."

• • •

HEAP BIG INJUN.

IN front of a cigar store on Twelfth street, just above Girard avenue, Philadelphia, is a wooden Indian that is probably the tallest in Philadelphia. The figure is fully eight or nine feet high, and perched upon a pedestal, it towers above passers-by in a very imposing, dignified way. The Indian is in good condition and does not look as if it had been made such a long time ago.

The oft repeated statement that the Indian as a cigar store sign will soon be extinct does not seem to be quite true, in Philadelphia at least, as there are plenty of them to be seen, particularly in the residential sections, on Ridge avenue, Germantown avenue, Manayunk, Kensington, and similar neighborhoods. Some new stores acquire them, and it is by no means improbable that there will be a revival of them to a certain extent.

WHY IS A CIGAR STORE A LOAFING PLACE?

IT'S a peculiar thing how definitely a cigar store has come to be regarded as a loafing place. There isn't a store so high-toned and fancy that some of its customers don't occasionally steal a loaf after they have bought a cigar.

Next to them is the class that spends a portion of every noon hour leaning on the counter and smoking, next to them is the man who makes it a point to stop in for a chat whenever he is in the neighborhood, next to him is the guy who makes the place a rendezvous and is on hand four or five nights out of the week and Sunday, if the store is open, and next to him and everything else he can get next to, is the skate who spends nearly as much time in the store as the clerk, has his mail sent there, has friends to meet him there, uses the store telephone, and buys a five cent bag of cigarette tobacco two or three times a week.

People go into a drug store to consult the directory, and use a department store in which to wait for a friend, but there does not seem to be any other class of store in which they deliberately lounge, and the extent to which it is tolerated and even encouraged is astonishing, particularly when it is borne in mind that the store's best customers are seldom numbered among the loafers.

There is a certain store which the writer has in mind, in which a back room is occupied by a couple of pool tables. Three or four dozen chairs are ranged around the room, and early every evening there is a rush for these. It is not to witness the pool playing, for the reason that on many a night there will be practically no playing. Moreover most of the chairs were there before the tables were.

This cigar store has more constant attendance than most clubs and none of the crowd seem to tire. If one man misses a night, he has to tell everyone where he has been when he shows up the next night. On Sunday the proprietor buys all the Philadelphia and New York papers and puts them out on the pool table which aren't doing business. They are leisurely read and discussed all day, and by night all the affairs of the country are comfortably settled. The proprietor takes an interest in the arguments occasionally, and his clerk who is considered something of a cut-up, always. The day's sales from this crowd are never enormous and after the price of the paper is subtracted from the profits, hardly a good day's pay would be left.

It doesn't seem clear why the proprietor runs this sort of a place as he has sacrificed some of his trade in order to do it. Sone men wont enter his store because they say it is always full of loafers. The dealer seems perfectly satisfied, however, and wouldn't drive the crowd out if he saw an easy way to do it and still retain their trade.

Many a dealer has chairs and benches put in to accommodate his hangers-on, who on the strength of a dime spent can loll luxuriously the whole evening.

Of course the big stores wont stand for any such chair warming, but their managers will tell you that they have a lot of customers who ought to know better, who would at once take advantage of any sort of encouragement in this direction. What is the particular attraction?

• • •

TO BRIGHTEN UP OLD STOCK.

THE following is very good matter from the current issue of the Canadian Cigar and Tobacco Journal and should be noted by every dealer:

"The line of goods generally designated as smokers' sundries is apt to become shop soiled, and materially deteriorate in value, when kept in stock for any length of time. Many of them, that have thus suffered, can have their appearance much improved, however, by a little effort on the part of the dealer.

"Leather cigar and cigarette cases that have become soiled, can have their appearance wonderfully improved by rubbing them with the white of an egg, and then polishing with a soft cloth when entirely dry. This should not be attempted, however, with the cheaper cases of so-called leatherette, as the least moisture is apt to ruin their appearance beyond repair.

"Silver and plated match boxes that have become tarnished, can be readily cleaned with a piece of chamois skin and a little whiting, slightly moistened with alcohol. The silver mountings on pipes may be cleaned in the same way, but care should be taken not to soil or scratch the other portions of the pipe. Immediately after cleaning a pipe mount, the adjacent parts of the pipe should be wiped first with a damp rag, followed by a dry, soft cloth.

"Briar pipes of the best class improve rather than deteriorate by being kept in stock, particularly where they are exposed to a strong light in the shop window. The wood gradually becomes darker, and the grain shows up to better advantage. In the cheaper briar pipes, where the bad spots have been filled with putty, the exposure to a strong light causes these spots to stand out more prominently, as the putty becomes pale. At times a dealer may get a piece of briar wood that does not darken as it should. In such cases it will be improved by an application of olive oil, well rubbed in. The only cleaning that an ordinary plain briar pipe requires, is wiping with a dry cloth. Carved briars should be cleaned with a dry, hard brush."

HERE is a tip for the retailer who stays in his own store from early in the morning until eleven o'clock at night: Go out regularly and get some fresh air, and make it a point to stop in a different store and buy a cigar as often as you can. Watch other dealers do business and see if your way is better or worse. The man who sticks in his own shell all the time isn't any better than a clam.

You Will Always Have Money

IF YOU USE A NATIONAL

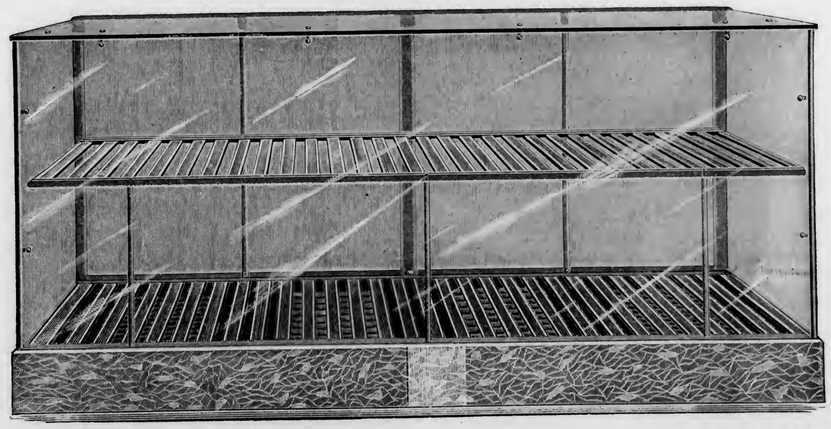
The merchant who uses a National knows that all his receipts are on hand or accounted for. It automatically records every sale and all money received on account and paid out.

A National pays for itself every year by stopping losses, preventing mistakes and enforcing carefulness.

National Cash Register Company
DAYTON, OHIO

In writing please mention this paper

"THE 400's" CIGAR CASE.



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, **"GET IN IT"**

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

F. POLLARD, *Manufacturer of* *Show Cases*

33-37 Bethune St., NEW YORK *734 & 736 Superior St., CLEVELAND, O.*
949 Liberty St., PITTSBURG, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

BREMER BROS. & BOEHM,
GEO. W. BREMER, JR.
WALTER T. BREMER.
119 North Third St., PHILADELPHIA
Importers, Packers and Dealers in
Leaf Tobacco

JOHN U. FEHR. Established 1883. GEORGE N. FEHR.
J. U. FEHR & SON,
Importers & Packers of LEAF TOBACCO
700 Franklin St. and 101, 103, 105 and 107 South Seventh St.,
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Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
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PHILIPP J. KOLB EDWARD T. COLGAN
AMSTERDAM SUMATRA CO.
IMPORTERS OF SUMATRA TOBACCO
154 NORTH THIRD STREET.
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HIPPLE BROS.
Importers and Packers of and Dealers in
LEAF TOBACCOS
No. 231 Arch Street,
Our Retail Department is Strictly Up-to-Date. PHILADELPHIA.

S. Weinberg,
IMPORTER OF
Sumatra and Havana
Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia.
Tobacco

G. H. BOESCH,
Importer of AND Dealer in Leaf Tobacco
SUMATRA and HAVANA a Specialty,
In Quantities to Suit Purchasers.
312 North Third St., Philadelphia.

H. Velenchik. S. Velenchik.
VELENCHIK BROS.
Importers and Dealers in LEAF TOBACCO
Sumatra and Havana
134 N. THIRD ST., PHILADELPHIA

LOUIS BYTHINER J. PRINCE
LOUIS BYTHINER & CO.
Leaf Tobacco Brokers and Commission Merchants.
308 Race St. Philadelphia.
Long Distance Telephone, Market 3025.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN
L. G. HAEUSSERMANN & SONS,
Importers of Packers and Exporters of and Dealers in
Sumatra and Havana Leaf Tobacco
LARGEST RETAILERS IN PENNSYLVANIA
No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.
Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO

MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

COLD WEATHER ALSO AFFECTS HAVANA MARKET.

Prices on Best Goods Ruled Very Firm, and Buyers Obtained No Concessions. Some Poorer Stocks Sold at Knock-Down Prices. Influx of Buyers Continues.

[Special Correspondence of The Tobacco World.]

HAVANA, February 3, 1905.

The past week has been chiefly remarkable for the extremely cold weather experienced in Havana, particularly on Wednesday last, when the thermometer only marked 51 degrees, and the tail end of the blizzard from the north struck the town, making business almost impossible. Heavy overcoats were worn by the American buyers for two days, while the Cuban population was shivering in light fall overcoats; at least that portion of it who possessed this garment, as the majority of the people hid from the cold as far as it was possible to do so. Under these circumstances it is small wonder that the market has been less active, but considering that the volume of trade had to be done in these days, it must be noted as an excellent showing of vitality, nevertheless. Prices ruled very firm, and sellers will make no concessions for first-class goods. On the other hand, all dealers who hold stocks that are less salable continue to be willing to meet buyers in their views. Remedios is now concentrated in the hands of two or three Spanish houses, while the remainder is in the possession of American exporters. Good, heavy bodied Vuelta Abajo and Semi Vuelta styles remain in strong demand, while stocks have dwindled down to very small proportions. Medium to light Vuelta Abajo vegas suitable for clear Havana manufacturers can still be had, as well as a limited quantity of Partido leaf.

The influx of buyers from the north has not yet abated.

Exports from Havana

from January 23 to 28 amounted to 5,024 bales, of which the United States received 4,917, Buenos Ayres 100, and Gibraltar and Tangiers 7 (sample) bales. A large proportion of the late purchases by the northern buyers is still stored here, and will only be shipped gradually as it may be needed by the manufacturers, in order to give it the benefit of the milder climate here.

Sales

last week amounted to 7,148 bales in all, or 5,107 bales of Vuelta Abajo, 465 of Partido and 1,676 bales of Remedios. The American buyers took 5,076 bales, while the home manufacturers participated in securing 2,072 bales for their wants. No transactions were reported for Europe.

Buyers Come and Go.

Arrivals:—Joseph Hollard, the well known cigar manufacturer, G. S. Mahn, cigar importer, and T. H. Vetterlein, son of Julius Vetterlein, all of Philadelphia; Mat Wengler, of Wengler & Mandell, O. S. Eisendrath and B. Barron, of B. Barron & Co., all of Chicago; I. L. Kemper, of I. L. Kemper & Co., of Baltimore, Md.; S. Grysmich, of S Grysmich & Co., Roger Pierce and J. E. A. Blais, of S. S. Pierce Co., Boston; A. and N. E. Guedalia, of Guedalia & Co., Marcelino Perez, of M. Perez & Co., E. P. Cordero, of the Mi Hogar factory, A. Rovira, of Ghio & Rovira, New York; Fred and Sidney Rothschild, of Rothschild & Bro., New York, Detroit and Havana; E. A. Kline, of E. A. Kline & Co., New York, Tampa and Havana; A. Pazos, of A. Pazos & Co., New York and Havana.

Departures:—Barney Barron, for Chicago; Otto and Gus Eisenlohr, for Philadelphia; Alfred and Victor Ettlinger, Louis Hirsch, Simon Goldberg, Fred Rothschild and Sol Hamburger, for New York.

Havana Cigar Manufacturers

have also been greatly handicapped by the cold wave which struck Havana and prevented the cigarmakers from doing as effective work as usual. However, as most of the orders which are coming in require no special hurry, no harm to speak of has been done on this account. The presence of cigar importers from the United States evidently denotes that there must be a fair demand in the north, and soon the London importers are expected here upon their annual buying trip.

Exports per steamship Morro Castle amounted to 4,060,226 cigars.

H. Upmann & Co. are working along under a good flow of orders from all countries. They shipped last week 500,000 cigars of their own H. Upmann and other independent brands.

Cifuentes, Fernandez & Co. are still busy in executing old orders for their Flor de Tobacos de Partagas & Cia, and in the meantime they are receiving almost daily fresh calls to ship fair quantities to every place.

Por Larranaga is systematically managed by Don Antonio J. Rivero, who supervises, in conjunction with his brother, Don Ricardo, the perfect working of the factory. The former has also made all desirable connections in the north,

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA.
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Remigio Lopez Benjamin Lopez
REMIGIO LOPEZ y HERMANO
Manufacturers of the Imported Brands
La Mas Fermosa y Magnetica de Cuba
No. 83A Amistad St., HABANA, CUBA.

Established 1860
El Rico Habano Factory
INDEPENDENT OF ANY TRUST
OF
Enrique Dorado & Co. Vuelta Abajo Cigars
Purveyors to H. M. The King of Spain
Estrella No. 171--73, Cable: Chaoalva. Havana, Cuba.

NARCISO GONZALEZ. VENANCIO DIAZ, Special.
Sobrinos de Venancio Diaz,
(S. en C.)
Packers, Growers and Dealers in LEAF TOBACCO
10 Angeles St., HAVANA, Cuba. P. O. Box 856.

F. NEUMANN. G. W. MICHAELSEN H. PRASSE.
FEDERICO NEUMANN & CO.
Commission Merchants
SHIPPERS OF
LEAF TOBACCO and CIGARS
Havana, Cuba.
Office, Obrapia 18. P. O. Box 28. Telegrams: Unicum.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Leslie Pantin; Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Consulado 91, HAVANA.

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
Figuras 39--41,
Cable Address: "Cuetara." Havana, Cuba.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

ANTONIO SUAREZ
S en C
Almacen de Tabaco en Rama
ESPECIALIDAD EN TABACOS FINOS de VUELTA ABAJO y PARTIDO
Rayo 110 y 112 HABANA

JOAQUIN HEDESA, Successor to MARTINEZ, HEDESA & CO.
Packer and Exporter of Leaf Tobacco
102 Escobar Street,
Cable: "JEDESA." HABANA, CUBA.
Branch House:—512 Simonton Street, Key West, Fla.

S. Jorge Y. P. Castaneda
JORGE & P. CASTAÑEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, HAVANA

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123,
Cable: ONILEVA. Habana

Royal Cigar Factory
INDEPENDENT
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER. Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

FERNANDO FERNANDEZ y HNO.
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido,
Industria 176,
HABANA, CUBA.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

AIXALA & CO., Havana Leaf Tobacco
Cardenas Z, and Corrales 6 and 8,
HAVANA, CUBA.
SPECIAL ATTENTION PAID TO THE WANTS OF AMERICAN BUYERS
P. O. Box 298. Cable Address, "Aixalaco."

M. GARCIA PULIDO
GROWER, PACKER AND DEALER IN
Vuelta Abajo, Partido and Remedios
Cable:—Pulido. ESTRELLA 25, HABANA, CUBA.

A. M. CALZADA & CO.
Dealers in Leaf Tobacco.
and COMMISSION MERCHANTS,
Monte 156, Cable—"CALDA." HABANA, CUBA.

Established 1834
POR LARRAÑAGA
Trade Mark Registered
Independent Vuelta Abajo Factory
Por Larrañaga Cigar Manufactory
ANTONIA LOPEZ CUERVO, Proprietress
ANTONIO J. RIVERO, Manager
2 Belascoain (B), HAVANA, CUBA
Cable Address: Por Laranaga, Havana
Annexed Brands: Alexander II., Flor de Rivero, Ready and Rough, Sir Walter Raleigh La Columnia de la Victoria, La Irma, and La Guipuzcoana.

Canada, Great Britain, Germany, etc., to place the Por Larranaga before the smoking public. While the stock of leaf is large, of the very choicest lowland section of the Vuelta Abajo only, Don Antonio is already on the lookout to secure the most famous vegas this year, so that the factory shall be prepared to guarantee an A No. 1 cigar in every respect.

Behrens & Co. report a brisk business in their Sol factory. The National Cuba Co. is sending large, substantial orders from the United States, while Canada, Great Britain and Germany are calling for Sol cigars to the entire satisfaction of the owners.

Ramon Allones and Cruz Roja, under the management of Don Jesus Vales, of the firm of Rabell, Costa, Vales & Co., are doing an excellent business for all parts of the world.

Crepusculo, made by J. F. Rocha & Co., is called for in increasing quantities from London, Germany and South America, while the brands Nene and Jefferson are doing well in the United States.

El Rico Habano has no reason to complain, as orders are coming in at a lively enough pace to satisfy the owners, Enrique Dorado & Co.

Buying, Selling and Other Notes of Interest.

Loeb Nunez Havana Co. sold 700 bales of Remedios and Vuelta Abajo to their northern customers.

H. Spingarn, who was erroneously reported as having left, is still here, and while his purchases have amounted to considerably above 1,000 bales, he is still in the market, it seems, and open for more good goods.

Gonzalez, Benitez & Co. turned over 600 bales of Remedios and Vuelta Abajo.

Leslie Pantin has been a large operator for his various customers, although the exact quantity could not be ascertained.

Jose F. Rocha disposed of 450 bales of Vuelta Abajo to local factories and northern buyers.

Mat Wengler's business must be increasing substantially, as he only left a couple of months ago and is now back here again looking for more tobacco.

Aixala & Co. made several transactions amounting to 400 bales of Vuelta Abajo, Partido and Remedios.

Manuel Suarez & Co. are busy with several customers of theirs.

Rodriguez, Baustita & Co. sold 400 bales of Vuelta Abajo.

Barney Barron, of Chicago, is here to look after his tobacco.

Jorge & P. Castaneda disposed of 400 bales of Vuelta Abajo.

I. L. Kemper, of Baltimore, looks well and happy, probably owing to the fact that he had given orders to buy suitable vegas before the rise, which he is only inspecting now.

Sobrinos de A. Gonzalez turned over 400 bales of Vuelta Abajo, but have other trades pending.

Mark A. Pollack is a very busy man, and can be seen flying around the market with his customers.

Rabell, Costa & Co. closed out 309 bales of Vuelta Abajo from their holdings to local factories.

Sol Hamburger was busy up to the last moment before he left, and his whole purchases were in excess of 2,000 bales.

A. Pazos & Co. had a good week, as owing to the arrival of Don Avelino they sold 300 bales of Vuelta Abajo and secured some 200 bales of the same kind in the country.

Max Stern has added about 2,000 bales of Remedios and Vuelta Abajo to his holdings, and disposed of 1,190 bales right in town to his customers.

Grau, Planas & Co. turned over the remainder of their Remedios holdings, some 250 bales, but they still hold some choice Partido vegas.

E. C. Crawford the genial buyer for Dohan & Taitt, has been going over our market carefully and selecting several good sized lots of Vuelta Abajo. All the dealers here have known him for the last twenty years, and are anxious to sell him on the lowest possible margin of profit. It is impossible for a new buyer to do as well as a man of sterling character, who has gained a reputation for honest, square dealing, although he may be sharp in the registering, and protect the interest of his firm all he possibly can.

G. Salomon & Hnos. disposed of 206 bales of all kinds of leaf.

Jos. Hollard, the well known Philadelphia manufacturer, has made some excellent purchases of Vuelta Abajo.

Jose Menendez closed out 200 bales of Vuelta Abajo and Remedios.

A. M. Calzada & Co. sold 200 bales of Remedios, and bought for his several customers 400 bales of all kinds of leaf.

B. Diaz & Co. made one sale of 150 bales of Vuelta Abajo and Partido to a local factory.

Garcia & Co. were actively buying in the country, and selling to their customers in town.

Don Alfredo Uttlinger, after his return from the Vuelta Abajo, bought 1,000 bales more of Vuelta Abajo, so his total purchases are about 2,000 bales.

Receipts From the Country

	Week Ending Jan. 28. Bales	Since Jan. 1. Bales
Vuelta Abajo	942	3,752
Semi Vuelta	11	604
Partido	208	790
Matanzas	—	3
S. Clara & Remedios	2,007	4,433
Santiago de Cuba	—	205
Total	3,168	9,787

J. F. ROCHA & CO. S. en C.
Manufacturers of the Celebrated Brands
"Crepusculo," "Nene" and "Jefferson"
100 San Miguel St. Habana, Cuba
Cable:—CREPUSCULO
The Output of these Brands is 40,000 Cigars per day.
United States Representative, C. B. TAYLOR, No. 93 Broad Street, New York.

Bruno Diaz R. Rodriguez
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125,
Cable:—ZAIDCO HABANA, CUBA.

GRAU, PLANAS Y CIA.
Almacenistas de Tabaco en Rama
Cable: GRAPLANAS. Calzada de la Reina 22, Habana, Cuba

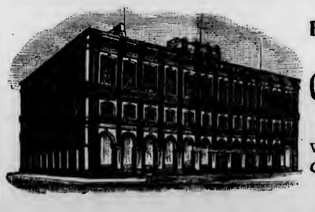
CHARLES BLASCO,
COMMISSION MERCHANT
LEAF TOBACCO and CIGARS,
Obispo 29, Cable—"Blasco." Habana, Cuba.

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

GARCIA Y CA.
Leaf Tobacco Warehouse,
MONTE 199,
Cable: ANDAMIRA. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

HENRY VONEIFF F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA
NEW YORK

H. J. SCHOENER. CABLE ADDRESS "TACHUELA"

H. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
2 E. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

TOBACCO NEWS OF GREATER NEW YORK

NEW YORK, February 7, 1905.

WEEK'S MOVEMENT IN LEAF.

A very active market in all grades of leaf was noted this week, Sumatra and Havana being dealt in, in good sized lots. From what we can gather, the new crop of Sumatra will show a very small percentage of light colors.

It has been the general impression that no one knew anything about the Sumatra until a few days before the inscription, but there are good reasons to suppose that some favored few in Amsterdam see this tobacco on its arrival, and Water street knows what to expect before they purchase their passage tickets.

The crop on hand is fast disappearing, sales of over 500 bales changing hands the past week.

The Havana market has been very active, especially in Santa Clara and Remedios. All old tobacco is bringing good prices and is in active demand on account of the new crop being a little raw and that the shrinkage will necessarily be large, which is an item to be considered. It is surprising to see so many buyers going to Cuba at this time. It is altogether too late at this day, and buyers would do better to look around the home markets, where we believe they might buy better tobacco at at least 5c per pound cheaper than they could do in Havana at the present time.

Quite some activity in the new Florida tobacco was reported, sales of 300 bales having been made this week. This tobacco seems to be taking hold, and we think it has earned its place in the weekly report. All old seed tobacco is moving in good sized lots; 1902 Wisconsin binders and Bs are being picked up. Sales of 400 cases Pennsylvania broad leaf 1903 at 12½c, 600 cases 1903 Zimmer fillers out at 16½c, 200 cases Gebhardt at 16c, are reported.

One large transaction of 1903 Wisconsin was made consisting of one million one hundred thousand pounds. This is certainly a large deal for these days.

• • •

A creditors' petition in involuntary bankruptcy has been filed in the United States District Court against Morris Futterman, dealer in tobacco and cigars at No. 522 Willis avenue, by Louis Aaronson, $300; Frank Mankiewitz, $250, and Felix Philips, $225. It is alleged that Futterman is insolvent and has made payments to creditors with the intent of preferring them over the other creditors. It is further charged that on January 12 the bankrupt removed and concealed a large part of his assets. The stock and fixtures now remaining in the store are said to have a value of about $2,500.

• • •

Adolph Novotny, proprietor of a cigar store at 1444 Broadway, was arrested at the instance of Chief Revenue Agent John S. Sinsel, charged with violations of the internal revenue laws. United States Commissioner Shields held him in $2,500 bail for further examination.

The complaint alleges that on Dec. 13 last the accused had in his possession empty tobacco packages upon which the stamps had not been destroyed, and offered for sale cigars in boxes which had been previously used.

The accused is the proprietor of one of the best appointed retail cigar and tobacco stores in New York City. Novotny said he had been ill, and the failure to cancel stamps and the using of refilled boxed were due to the neglect or ignorance of his son.

The arrest of Mr. Novotny, who is one of the best known retailers on Broadway, came as a complete surprise to Mr. Novotny and his many friends in the trade. The action was taken upon a purely technical charge of having had in his possession empty tobacco packages upon which the stamps had not been properly destroyed, and also of offering for sale cigars in boxes which had been previously used.

Mr. Novotny states that the matter is due entirely to ignorance and oversight on the part of his son, who was in charge of the store while Mr. Novotny was ill, and it is generally believed that Mr. Novotny will be able to make a satisfactory explanation when the case comes up before United States Commissioner Shields this week.

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Imports of Sumatra in 1904.

The following list shows the amount of Sumatra tobacco imported by the principal leaf houses of New York city during last year:

A. Cohn & Co.,	4,920	Bales.
E. Rosenwald & Bro.	3,955	"
H. Duys & Co.,	3,898	"
G. Falk & Bro.,	2,185	"
L. Schmid & Co.,	2,007	"
S. Rossin & Sons,	1,884	"
J. Hirsch & Son,	1,430	"
L. Friedman & Co.,	1,306	"
E. Spingarn & Co.,	1,267	"
Rothschild & Bro.,	1,220	"
F. F. Cranz,	829	"
M. F. Schneider,	369	"
Pretzfeld & Co.,	354	"
H. Smith & Co.,	340	"
J. Holzman,	338	"
A. Blumlein & Co.,	319	"
L. Loeb & Co.,	379	"
Herz Bro.,	187	"
Hilson Co.,	126	"
S. Ashner,	80	"
S. Auerbach & Co.,	70	"
J. H. Getze & Co.,	47	"
Sutter Bros.,	5	"
Sundry,	4,072	"
American Cigar Co.,	3,726	"
United Cigar M'f'rs.,	2,756	"
Order,	1,010	"

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William Catlin, with the Victor Thorsch Company, of Allentown, has just returned to this city after a ten days' visit through the New England States, where he did a very good business in placing the "Buster Brown" 5 cent cigar with distributors. Mr. Catlin leaves this week for New York State, and will visit every town of 10,000 population or over, thus covering the State thoroughly.

• • •

JACOB STAHL DEAD.

Jacob Stahl, one of the oldest and best known cigar manufacturers in New York City, died on January 27 at the age of 67 years. He was born in Germany, but came to the United States with his parents when in his youth, and began the manufacture of cigars in 1853.

The business was a few years ago incorporated as the American Consumers' Cigar Company, of which his son, Jacob Stahl, Jr., is now president, the factory being located in New Jersey.

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THE NEW KAUFFMANN FACTORY.

A. L. & M. L. Kauffmann, a company recently formed for the purpose of engaging in the manufacture of high grade seed and Havana cigars, have secured factory facilities at Fourth street and Second avenue, and everything will be in readiness for operation by about the middle of the present month. The premises are 50x100 feet, and there are six stories. The building will be modernly equipped.

• • •

UNITED CO. BUYS A GOLDBERG STORE

The M. Goldberg Cigar Co., whose headquarters are at 98 Liberty street and who now operate four stores in New York and one in Brooklyn, has sold one of its New York stores to the United Cigar Stores Co. Transfer will be made as soon as Mr. Goldberg is able to leave his home, where he has been detained for several weeks by the serious illness of Mrs. Goldberg.

The Hillman Co., of this city, is doing a very large business on the Bachelor cigar of the Victor Thorsch Co., of Allentown.

• • •

JOTTINGS.

Frank Arguimbau, President of the Schroeder & Arguimbau Co., sailed on Saturday to visit the Company's farm at Quincy, Florida. He expects to return in about two weeks.

Sigmund Rothschild has arrived from his home in Detroit, looking hale and hearty and left New York for England on Tuesday. The "Field Marshall," despite his many years in the tobacco business, is much up to date and has many original ideas.

Bob White, representative of H. Duys & Co., spent a few days with us and brought a few good customers from Pennsylvania with him.

Alfred Etlinger, and his son Victor, arrived on the Morro Castle from Havana on Tuesday.

Julius Lichtenstein again in Connecticut inspecting his packing of tobacco. He says he bought the best crops in the State and they are not good enough for him.

Fred Rothschild, of Waldorf Astoria Segar Co. fame, is traveling to the Pacific coast and has been distinguishing himself by way of orders at every stopping point.

Max Adler, Sumatra buyer of Leonard Friedman, sails on February 25 to inspect the offerings in Amsterdam.

Sol Hamburger, of Hamburger Bros. & Co., arrived from Cuba having purchased largely of the new crop. He is content to live with us a short time.

Geo. M. Gillies has resigned as president of the Lopez Grau Co., and gone to Cuba, where he owns large coffee estates.

Capt. Mike Flaherty's health has been greatly benefited by his recent trip to Cuba and it is certain he did his share of business while there.

CONNECTICUT WAREHOUSES BUSY.

Supply of Leaf Ample to Keep Up Rush for Some Time.

Hartford, Conn., Feb. 4.

The tobacco warehouses in this State are quite busy now, and supplies of leaf are ample to keep the majority of houses in the broad leaf districts running on full time.

Girls are now employed for the first time in sorting tobacco in the Hartman packing house in Manchester, and the experiment is being watched with interest and is expected to succeed.

A report from Greenfield, Mass., says there is talk among some of the tobacco growers of making one more experiment in raising shade tobacco through the use of the old seed leaf variety. It has been learned, however, that the old seed leaf tobacco is better adapted to this use than Havana, the latter being too papery. Some experiments in growing this brand under cloth are predicted for next spring

Trade-Mark Register.

LAMAR 14,693
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 24, 1905, at 9 a m, by the Colbro Cigar Co, Philadelphia, Pa.

HONEST ISSUE 14,694
For cigars Registered Jan 24, 1905, at 9 a m, by Diebert & Yeager, Orwigsburg, Pa.

GENERAL ROLLER 14,695
For cigars Registered Jan 25, 1905, at 9 a m, by A W Mentzer & Sons, Ephrata, Pa.

JACK ASS 14,696
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 28, 1905, at 9 a m, by Jos McCudden, Cincinnati, O.

OUR AMERICAN COUSIN 14,697
For cigars, cigarettes, cheroots, stogies and tobacco Registered Jan 30, 1905, at 9 a m, by Henry Schumacher, Cincinnati, O.

REJECTIONS.

Lu Lu, Fairy Land, Nuf Sed, Arab, Square Deal, Egyptian, Arabian, Arabian Night, County Leader, Arabian Knight, USONA, Tadellos, Big Stick, Auburn, Asia, U. S. A.

CANCELLATION.

"Master Key," registered Jan 23, 1905, by the Yorkana Cigar Co, Hellam, Pa, has been canceled.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
AND
Growers of FLORIDA SUMATRA
142 Water St., New York.

Jos. Mendelsohn. Louis A. Bornemann. Manuel Suarez.
Mendelsohn, Bornemann & Co.
Importers & Commission Merchants
Specialty—HAVANA TOBACCO
New York Office: U. S. ARCADE BUILDING, Water Street, Corner Fulton, Room 1.
Havana Office: AMISTAD 95, HAVANA.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
CHAS SMITH

CHARLES BOLLSTATTER,
Manufacturer of
Fine Cigars
1433 Ridge Ave., (Both 'Phones) PHILADELPHIA
Correspondence solicited with large handlers. Write for Samples.

FRAZIER M. DOLBEER G. F. SEGOR, Special.
F. C. LINDE, HAMILTON & CO.
Original "Linde" New York Seed Leaf Tobacco Inspection
Established 1864
Principal Office, 180 Pearl Street, New York City.
Bonded and Free Warehouses, 178, 180, 182, 186 and 188 Pearl St.
Inspection Branches:—Lancaster, Pa.—G. Forrest, 140 E. Lemon St.; H. B. Frost, 15 E. Lemon St.; Elmira, N. Y.—L. A. Mutchler; Hartford, Conn.—J. McCormick, 150 State St.; Cincinnati, O.—H. Hales, 9 Front St.; Dayton, O.—H. C. W. Grosse, 233 Warren St.; H. Hales, cor. Pease & Germantown Sts.; Jersey Shore, Pa.—Wm. E. Gheen, Antis Fort, Pa.; East Whateley, Mass.—G. F. Pease; Edgerton, Wis.—A. H. Clarke.

Frank Ruscher Fred Schnaibel
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
COUNTRY SAMPLING Promptly Attended to.
BRANCHES.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut st. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line ave. Hartford, Conn.: Jos. M. Gleason, 238 State st. South Deerfield, Mass.: John C. Decker. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUSSE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84-85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Cornwall, N. Y.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and Genl. Manager. J. M. BUCKLEY, Editor. H. C. McMANUS, Secretary and Treasurer.

Entered at the Post Office at Philadelphia, Pa., as second class matter.

TELEPHONES:—Bell, Market 28-97; Keystone, Main 45-39A
Cable Address, Baccoworld. Havana Office, Post Office Box 362.

SUBSCRIPTION—PAYABLE IN ADVANCE:
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PHILADELPHIA, FEB. 8, 1905.

THE CURTIS BILL.

The trade is grimly awaiting the action of the Ways and Means Committee on the Curtis bill, which it is its duty shortly to report to Congress.

No paucity of evidence will delay the committee in its deliberations, as what the gentlemen composing the body do not now know of the comparative exigencies of the Philippine and the United States manufacturing interests, they never will learn. Surely sufficient was said by forcible speakers among tobacco, sugar and other interests to convince any one whose mind were empty of prejudice, and if it be thought that the hearing thus becomes one sided, let it be remembered that Judge Taft stepped in last of all, swept contemptuously aside everything that previously had been uttered or adduced, and calmly pointed out to the committee the way it should go.

Will the committee stand pat?

Mr. John Sharp Williams mockingly remarked to Mr. Bijur during the hearing of the tobacco men, that the tobacco people seemed to regard the duties and taxes which the government forced them to pay on their tobacco, as so much charity.

Mr. Bijur courteously disclaimed any such notion, and explained that the trade was merely trying to protect itself against ruinous discrimination. Whereupon, Mr. Williams, having voiced his sarcasm for what it was worth, merely sniffed.

Why, because the government has removed the duty on hemp, and is desirous of donating a like amount of business to the Philippines, why must the tobacco trade be the goat? Simply because it's the simplest way of settling it?

It is absurd to argue that the removal of the duty would work no harm to the tobacco or sugar people, for the reason that, having stated that the operation of the bill would be expected to replace the duty loss on hemp, Chairman Payne virtually stated in the same premise that the domestic industries must necessarily be ruined in an equal degree, which is to the tune of sometning like $400,000 a year as a starter.

Advanced mathematics are not required to determine the fact that the pouring of a glass of water from a pitcher reduces the quantity in the pitcher by precisely one glass full.

However, the only thing to do now is to wait.

SECRETARY WILSON AND THE NEW ENGLAND GROWERS.

Some newspaper man went to Secretary Wilson, of the Agricultural Department, and told him that some of the growers in New England were rather bitter against him on account of the failure of the Sumatra shade-grown theory to materialize into coin of the realm. He asked the Secretary what he had to say.

Mr. Wilson would not admit that his experts in the Bureau of Soils were in any way at fault, but laid the blame on the growers themselves. He said they were entirely too anxious to make a dollar, and tumbled too readily into the stock companies which were formed to create all at once a large, new industry.

"Numerous large companies were formed," said Secretary Wilson, "and stock was sold all over the country in a manner which should never have been attempted. The Government did not recommend commercial enterprise of that sort."

Certainly it did not. It would scarcely be fitting for the Government to instigate or suggest the establishment of corporations, but it would seem that the reports made by the experts, who had compiled them as the result of practical work, were entitled and intended to be taken at their face value; and if it is practical successfully to cultivate tobacco under shade in Connecticut from Sumatra seed at no extraordinary expense, it does not seem illogical to suppose that it can be marketed at a profit.

The reports made by the Bureau of Soils are certainly intended to benefit farmers, and as the average farmer is neither scientist nor philanthropist, it is scarcely reasonable to expect his interest to remain an abstract one.

NEARLY every commercial house which does business in the West praises it as the best territory. Money always seems easier there than elsewhere in the United States. The old-time advice, "Go West, young man," isn't so much out of date after all.

Philadelphia Tobacco Trade.

Here and There With the Retailers

The extremely cold weather of the week reacted to a considerable extent on business among the retailers, and while a fair trade was done, considering, the small sales fell off very much On the very cold days there was little smoking done on the street, and consequently less cigars and cigarettes bought. When the wind is blowing and the temperature near zero, the majority of men hurry along with their hands jammed down in their pockets and don't want to monkey with a cigar.

"Some people try to tell me," said a down town dealer, "that this is overbalanced by the fact that men stay in doors and do even more smoking than is usual. I don't believe it. There are a great many business houses in this city which do not permit smoking inside the office and every employe has to do his smoking when he's outside. They're not outside much this weather, and as a result the retailers are quick to feel the effect of it."

A report came indirectly from the Bamberger real estate offices this week that the United Cigar Stores Co. had definitely closed the deal for the entire building at the Southwest corner of Second and Market streets, for $5,500 a year. This includes the property that was used for a jewelry store on Second street, as well as the Bainbridge shoe store. It was stated that the United building would be considerably altered and improved, and an elevator and stairway put in, and that the United people will occupy part of the first floor and sublet the rest of the building.

A meeting of the board of directors of the Retail Cigar and Tobacco Dealers' Association was held at the store of J. I. Hassen, 6633 Woodland avenue on Monday afternoon to consider the sending of representatives to a meeting to be held at 2215 Columbia avenue on Thursday, the 9th, to be composed of delegates from the Northwest, Central, and West Philadelphia Business Men's Protective Associations, and also the German Alliance.

The allied committees will run a special to Harrisburg on Feb. 14, when they expect to carry no less than five hundred men, who will voice their sentiments in favor of the McNicoll bill.

Joseph E. Tuck, retiring president of the Philadelphia Cigar and Tobacco Dealers' Association, who is spending the winter at Los Angeles, has been forced by a rather serious affliction to abandon all use of his eyes for the time. Mr. Tuck writes that he expects to be much better in a few weeks, however, and everyone will join in the hope that his expectation is verified.

H. Steinberg, retailer and sub-jobber, of 1631 Ridge avenue, has been laid up for several days.

M. J. Dalton, sailed last Saturday on the Morro Castle with a party of seven friends for Cuba, where he will spend a month or six weeks. The trip will be largely one of pleasure, but Mr. Dalton will look the market over while he is there. The Philadelphia business will be looked after during his absence, by E. J. Wallis, the capable vice president of the Dalton Co.

E. W. Moore, has a fine window display in his Second and Chestnut streets store this week of his Gladstone and Alpha 5 cent brands and Indian Planter, a 10 cent brand. Business is very good with Mr. Moore.

R. D. Engel, formerly a superintendent for Gumpert Bros, who is now manufacturing for himself at Broad and Porter streets, reports business as very good. Mr. Engel has room for twenty five hands more than he is able to get.

Mr. Monellis, of Newark, was in this market during the week introducing a new brand of cheroots called Zozo. Mr. Monellis is the man who introduced the Alaska brand of little cigars about a year ago.

At the store of Godfrey S. Mahn, at Eleventh and Chestnut streets, it was stated that business is moving well now at both Philadelphia places, and also at Mr. Mahn's New York stands.

W. T. Taylor, the representative of the Punch and the Romeo and Juliet factories, of Cuba, who has spent some time in this market recently, sailed on the Morro Castle last Friday.

Thomas E. Bowen, of Guerra, Diaz & Co., was among the salesmen in town this week. The drummers were unable to report anything phenomenal in business for the past two weeks.

Boch & Co., Broad street, below Chestnut, are having a run on Boch & Co.'s Panetelas, and have a window display of them. Business is pretty good up on Broad street just now.

Authur Dugan, formerly back of the counter for Jos. Way, at 1105 Market street, is now handing out cigars at the Vendig Hotel cigar stand.

Francisco Garcia, of F. Garcia & Bros., Havana, was a visitor among the trade this week, and reported business as opening up well.

C. Fraciscus, late of Evans, will open a new store at 4203-5 Lancaster avenue, where he will carry a full line of Key West cigars.

S. Jacobs, of Gumpert Bros., was among the trade this week and showed the lithographs of some prospective new labels.

Quo Vadis
CENTS
Diplomatico

A good smoke, a quick seller, a profitable cigar—that's our "Quo Vadis."

You need it in your business, for it brings new trade and satisfies the old.

The "Quo Vadis" cigar in your show case will add prestige to your assortment, because it represents highest quality and best workmanship.

Its handsome, modern, full size **DIPLOMATICO** shape is the favorite of all smokers, and everybody enjoys its fragrant aroma and pleasant taste.

It's the Ideal Five Cent Cigar, and we fully guarantee it to give satisfaction.

Write to us for Sample Box and Price.

We'll be pleased to answer questions.

ALFRED EYER & CO., Cigar Manufacturers,
Allentown, Pa.

James I. Hassen, 6633 Woodland avenue, is going to enlarge his present place of business by an additional story and 40 feet more depth. Mr. Hassen opened up in this section about nine years ago, and by strict and careful attention to business has built up a prosperous trade both retail and jobbing. Mr. Hassen was the first dealer to return "Devil Heads" to the Queen City Tobacco Co. for premiums, for which they congratulated him by letter. Red D. is his leading seller in scrap goods.

With Manufacturers and Jobbers.

Frank Teller, head of the firm of Frank Teller & Co., 125 South Second street, has just returned from an extensive Western trip, and reports the best January in that section in the history of the firm.

E. Cohn, of E. Cohn & Son, jobbers at 512 South Second street, experienced a sad bereavement last week in the death of his only daughter, about 13 years old Mr. Cohn has seven sons.

Mr. Jeffreys, of the Surbrug Co., of New York, was in this market during the week purchasing the Milo cigar. This brand is to be worked on extensively.

Dan McNeil, of A. B. Cunningham & Co., has left for an extended road trip for his company.

Beaston Bros., manufacturers and jobbers at 55th street and Woodland avenue, are very busy at both their places of business, and are getting their goods well established in this city and up the Schuylkill Valley.

T. H. Hart & Co., the leading importers, manufacturers and jobbers in all Havana goods in this city, report a decided increase in business for January over last year, and attribute it to the Tobacco Show. The increase is especially in the sale of Leda, all Havana, and on the Cayey Caguas, Porto Rico goods. This company also reports that they are oversold on Ramesis cigarettes, the factory being over a million short.

J. R. Vetterlein, son of Joseph Vetterlein, of Vetterlein Bros, started on his maiden trip as a salesman this week. Heretofore Mr. Vetterlein has devoted considerable of his attention to Princeton football, and has started out with the same vigor to "tackle" this new proposition.

Bayuk Bros. have just put on the market a very handsome new 5 cent cigar which they call BB Blunts. The cigar is made in a large size and is taken on sight for a 10 cent article. The package is a handsome one.

Stephano Bros. Will Erect Big Building

Stephano Bros., manufacturers of Ramesis Turkish cigarettes, have purchased the properties at 1014-16 Walnut street, where they will erect a modern seven story building, drawings and plans for which are now complete.

BLACK THREADS
Long Cut

The Finest Heavy Pipe Smoking Tobacco manufactured.
Packed by hand in 3⅓ oz. packages.
Union Made. The Wrappers are Good for Premiums.
Write us for Samples and Prices.

The Gem City Tobacco Co.
DAYTON, OHIO.

A LINE OF HIGH-GRADE
Tobacco Spraying Goods
For Cigar and Tobacco Factories and Leaf Tobacco Dealers.
MISTING SPRAYING
FLAVORING CASING
WHITEWASHING

Fountain Sprayer for misting fillers	$4.00
Simplicity Automatic Sprayer	7.50
Little Climax Tobacco Pump	10.00
Progress Jr. Spraying Machine	16.50

Also make large Field Sprayer which covers four rows at one time.
Send for free Catalogue.

DAYTON SUPPLY CO.,
Suc'ors to Nixon Nozzle & Mach. Co
DAYTON, O.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

F. H. BELTZ, Schwenksville, Pa.

Manufacturer of

AMERICAN CUP

5 Cent Cigars

The largest and best CLEAR HAVANA FILLED 5-cent Cigar on the Market.

We employ no salesmen, saving you that expense.
OUR GUARANTEE goes with the AMERICAN CUP Cigars, that they are Clear Havana Filler and Sumatra Wrapper.

Established 1864 — Factory No. 20, 9th Dist., Pa.

Geo. W. Bowman & Co.

Hanover, Pa.

Manufacturers of

Fine Cigars

The Bob Bow-Man

an excellent 5-cent Cigar, made in several sizes, is our specialty.

Correspondence with the Wholesale and Jobbing Trade Invited.
Write for Particulars.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Lieber's Code & Tobacco Codex.

Hopkinsville, Ky.

Leaf Dealers' Jottings.

Dohan & Taitt, well known leaf dealers and importers on Arch street, above Front, have issued one of the most valuable and useful calendar souvenirs that have been seen this year. The first page is occupied by the 1905 calendar, while around the border are flags of all the nations in their proper colors. On the second page is a map of Cuba, with a separate one of Havana, together with a description of all the tobacco raising districts of Cuba. The third page bears a map of Pennsylvania; the fourth page maps of the United States, the Isthmus of Panama, Philippines, North America and Asia, and the last page maps of the world, the eastern and western hemispheres and the north polar regions. On the backs of these are many valuable statistics relating to the area and population of the principal cities of the world.

F. Eckerson returned on Monday from his Havana trip, having after a hard hunt secured about 1,000 bales. Prices were very high, Mr. Eckerson says, and he had great difficulty in getting what he needed. Julius Eckerson will shortly leave for the West.

E. A. Calves, of E. A. Calves & Co., sailed last Saturday for Havana. Mr. Calves will remain away about five weeks, during which time Frank Dominguez will "tend store." Mr. Calves will meet many friends before he returns.

George Newman, of Young & Newman, is back from his satisfying Western trip and is now taking frequent short runs up the State while preparing for his next trip.

Jake Labe, of B. Labe & Sons, is still sending in orders from the West, while Sidney Labe and Charles Cohen are up the State.

TWO NEW FIRMS STARTED.

The "Me and Pa" Cigar Co. has been established at Lansing, Mich., by ex-Deputy Sheriff Behrendt and his father, David Behrendt. The company will manufacture a number of brands, among them "Me and Pa."

Frederick Jacoby and Martin Klingler, of Allentown, Pa., have gone into business at 206 Hamilton street, under the firm name of Jacoby & Klingler.

THE "ORIENT" MATTER STILL UNSETTLED.

There has nothing definite been decided yet concerning the matter of the "Orient" 5 cent cigarettes put out by the Khedivial Co., of New York, which were investigated last week by the internal revenue authorities on account of an allegation that some of the packages were stamped with the 54 cent stamps instead of those of the $1.08 denomination.

It was stated by Deputy Collector Wilkes, of the First District, that the goods had been examined and that representatives of the Khedivial Co. had visited the collector to discuss the matter. Mr. Wilkes said that the matter is now in the hands of the commissioner, who will shortly come to an opinion.

The affair caused much talk in the trade during the week, and in no case was any opinion expressed except that any wrong stamps reaching the jobber were the result of a blunder. One jobber stated that a revenue deputy had seized some of the cigarettes presumably on authority, but had later brought them back. A number of rumors were flying around during the week, a certain jobber declaring he had been given to understand that the rumpus and investigation had been caused by a rival company. This was unaccompanied by any evidence. It is not thought that anything will come of the matter, and if the Internal Revenue Department takes no further action, the Khedivial Co. can consider itself exonerated.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

FOR RENT

Cigar Factory Building, Complete
in good section of
First District of Pennsylvania
Capacity of **25 hands**, and 35 hands available. Terms moderate. Address,
FACTORY,
Care of **Box 112,**
The Tobacco World, Phila.
1-25ca

WANTED—An experienced salesman in tobacco or grocery trade to handle a line of good cigars on commission. Man with established trade preferred. Address, Box 308, Spring City, Pa

SALESMAN OR BROKER WANTED for the West to represent responsible Ninth District Factory. Address, MFR., Box 110, care of The Tobacco World. 2-8h

Remember!!

It will save you money to write or call on us before placing your order for

Florida Shade-Grown Sumatra

Our large packing of **1904 WRAPPERS** cannot be surpassed for Style, Even, Uniform Colors, Burning Qualities and Yield.

Prices Reasonable. Come, and you will be convinced.

Florida Tobacco Co.

No. 131 Maiden Lane, New York Telephone "5276 John"

Plantations---Quincy, Florida.